The International Shoe and Leather Weekly



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A high quality, popular price Vamp
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Also RESKRAF® and TUFLEX® high quality, low cost Heel Pad and Socklining materials.

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... that's why Gallun's Norwegian Calf is the leather that sells your shoes

When the accent's on comfort, this handsome moccasin steps 'way out front. For the superb Norwegian Calf from which it is fashioned is glove-soft and pliable. And like all the famous Gallun vegetable tannages, this fine leather remains supple and soft, despite repeated wettings and dryings.

Norwegian Calf takes a front seat

is rich and luxurious looking - has real masculine appeal.

Sell shoes that combine comfort with smart good looks and you build a profitable repeat business that provides insurance for the future. So be sure to check the Gallun numbers in your orders to leading manufacturers. A. F. Gallun and Sons Corporation,



Vol. 124

August 16, 1952

No. 7

FEATURES

THE NEW ALL-CEMENT-LASTED SHOE

THE NEWS

SHOE ECONOMIST WARNS OF OVERPRODUCTION OPS SUSPENDS SCRAP LEATHER CEILINGS SHOE FAIR TO FEATURE 125,000 NEW STYLES SHOE PROFITS SPOTTY IN FIRST HALF 1952

DEPARTMENTS

| Stylescope | 4 | Person to Person | 18 | Hides and Skins | 23 |
|------------|----|-------------------|----|--------------------|----|
| Editorial | 5 | Leather Markets | 19 | News Quicks | 26 |
| News X-Ray | 11 | Tanning Materials | 22 | Deaths | 34 |
| News | 12 | | | Advertisers' Index | 34 |

PUBLISHER Elmer J. Rumpf EDITOR AND ASS'T PUBLISHER William A. Rossi NEWS AND MARKET EDITOR Irving B. Roberts EDITORIAL RESEARCH DIRECTOR James Malone FASHION EDITOR Rosalie Marzbanian WASHINGTON EDITOR Joseph B. Huttlinger PRODUCTION MANAGER Paul C. Tedford CIRCULATION MANAGER

LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. 300 West Adams St., Chicago 6, III. Cabie address: HIDELEATH Subscription prices United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, III., under Association of the State of March 3, 1879. Additional entry at Boston. NOTICE TO SUBSCRIBERS: If you change your address, please notify us immediately. If you fail to do so, the Proof Office will forward only two issues to a characteristic property. After that copies will be returned undelivered.

June Mason

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10 HIGH ST., BOSTON 10, MASS. PHONE-LIBERTY 2-4652 OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi; Secretary, L. C. Bedford.

BRANCH OFFICES

BOSTON 10, MASS. — Frederick G. Moynahan, George G. Dunning, 10 High St., Llberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • WASHINGTON, D. C. — Joseph B. Huttlinger, Room 894, National Press Bldg., District 7362 • PHILADELPHIA 31, PA. — Cardwell E. Belding, 5201 Berks St., GReenwood 7-6785 • CIN-CINNATI 2. OHIO - Robert O. Bardon, 529 Sycamore St., Main 6662 . ST. LOUIS 8, MO .- William Creahan. 3965 W. Pine St., Central 6913 • GREAT BRITAIN, AND EUROPE — J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946 SWEDEN & NORWAY-Nils Haraldson, Drottninggaten, 2, Orebro, Sweden, Orebro 13027.



MEMBER: Audit Bureau of Circulations



This column invites the opinions of all L&S readers.

Stylescope Suits

The ideas expressed in your "Stylescope" page are always refreshing. That is, in addition to the news value of each and every paragraph.

The trend of each message reflects friendly willingness to HELP your readers, if not always to PLEASE them. For your sincerity, I want to say "merci beaucoup."

Sies.

I fully agree with Helen Valentine of "Charm" magazine and yourself that a carnival of style plus a clever slogan are not enough to enlarge the horizons of profitable shoe manufacturing and retailing.

The answer to the challenge for more shoe volume is definitely to be found in more and more coordination and correlation to the general fashion

news of each season.

Don Bertrand, Chairman Shoe Information Bureau of Canada Montreal, Canada

No Business With Reds

Your news story, "Leather Firm Must Deal With Red Union," which appeared in your July 19 issue, was reported factually except that it had no comment as to what our action would be. I wish to state our intended action as follows:

I consider the National Labor Relations Board examiner as prejudiced and will not comply with the recommendation. This examiner and the National Labor Relations Board have no power to enforce the order. My contention is still that the group of workers was discharged because of a government freeze on leather.

I might also add here that our company has enjoyed your editorials against these Communist-dominated unions, particularly the International Fur & Leather Workers Union. You can be assured that your publication receives much attention at this firm. Charles E. Parish

Lannon Mfg. Co. Tullahoma, Tenn.

Stylescope



Designs by Philip Lorman, N. Y.

Upper left. Hand tooling in brilliant and luxurious colors on a calf vamp.

Center right. Matching hand tooling on calf in a heel covering.

Center left. Elegant Florentine work in soft contrasting colors on a suede heel covering.

Lower right. An interesting off-sided treatment combined with mesh, another treatment destined to gain widespread acceptance this Spring.

HAND TOOLING FOR SPRING

HAND tooling and Florentine work on leathers are predicted to be hits for next Spring. Designers are enthusiastic about the possibilities of this new idea in creating an ultra-luxurious looking shoe. With feeling rife that trimmed pumps will be the leader in acceptance again next Spring, this styling idea falls nicely into the scheme of shoe designing, adding a distinctly new note. Philip Lorman here shows two ideas on this theme. One is a heel and vamp treatment in hand tooling, the other is Florentine work, best shown in a heel covering, creating fresh back interest. Both are especially good when coordinated with handbags and are naturals for this type of coordination which is gaining steadily in popularity.

IN A BILLION-DOLLAR RUT?

The leather industry's choice - stand pat or become a giant

Is the American leather industry in a billion-dollar rut? For most of the postwar years the annual value of the industry's output has come to approximately one billion dollars. This, of course, has been due to the difference between prewar and post-

war leather prices.

However, in the postwar years the leather industry has been so busy trying to retain its current volume of one billion dollars, that it has gotten itself into what might be termed a defensive rut. Due chiefly to the new and competitive materials which have made phenomenal strides in recent years, the leather industry is in a state of defense rather than offense. A team that gives up the offensive is a team likely to lose ground as the game wears on.

We'd like to boil it down to a simple statement. The leather industry should pull itself out of its current billion-dollar rut and set its sights on making itself a two-billion dollar industry. And the extra volume should and could be based on making and selling more leather rather than as a result of substantial

price changes.

Not Impractical

Now, on first glance that might sound impractical and even inane. Pops up the obvious question: Where do we get all this "extra" rawstock and leather to account for another half or whole billion dollars in business? And even if this extra raw material was miraculously forthcoming, where in heaven's name could it be sold? And if by some other miracle new markets were found, would there not be a pressure on supply, and hence on prices, that would soon kill off the new-found markets?

Those questions follow the traditional line of thinking in the industry. In short, there is a limited supply of rawstock, and limited markets for finished leather. When the pressure of demand goes beyond these traditional limitations, all hell breaks loose with prices and supply.

Historically the pattern has always

L and S Editorial

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worked out that way. But any industry that insists on basing its future and its planning strictly on the performances of the historic past is viewing its potentials with an extremely limited perspective.

The potential rawstock supply in the world hasn't yet been tapped. If you think solely of cows and calves and goats and sheep and horses and a few other creatures, yes, there are rawstock limitations. And pressure on those limited supplies force prices upward, with resultant resistance from regular consuming markets.

But why hasn't there been a mass attack on finding new sources of raw-stock? For example, only about on percent of the 200,000,000 hogs slaughtered annually are flayed for tanning purposes. If only half the 200,000,000 were flayed, some one billion feet of pigskin leather could be added to the supply.

The tanning of fishskins—such as the recent development with salmon skins — holds untold opportunities for greatly expanded supplies. In fact, there is no living creature, from squirrel to elephant, whose skin can't be tanned.

It will be argued that only certain types of hides and skins—the traditionally accepted kinds—have practical value and hence commercial worth. That's true—but only if we think in terms of traditional uses. Tanned elephant hide, some four inches thick, would be impossible as shoe or handbag leather. But split in two or three, it might make a very interesting rug for a hunting lodge—or might find any one of a dozen industrial uses.

There's a strange thing about the

leather industry. It tends to first seek a market, then adapt its product to that market. We say its "strange" because most modern industries don't work that way, but just the opposite.

When duPont spent some \$20,000,000 developing nylon, it had no markets in sight. When nylon was a finished product, the company then sought out all the potential markets for the product. The same is happening with all the other man-made fibers, with the miracle drugs, with countless other products. First the new product is created, then the prospective markets sought out.

Break From Conventional

The leather industry has always been hesitant to develop new and "unconventional" leathers because there has been little likelihood that its regular markets (shoes, handbags, upholstery, sporting goods, gloves, etc.) would use such leathers. But right therein — with a sharp break from that conventional thinking — lies a great opportunity for the industry to mature to the full stature of its potentialities.

By opening up new sources of potentially abundant supply, raw-stock prices might actually show a substantial decline. This in itself would be a potent attraction for new consuming markets—scores of them. Another attraction would be the fresh appeal of the new leathers—the new textures, finishes, grains, etc.

The real future of the leather industry lies not in creating a relative "luxury" item (the genuine as compared with the cheaper imitation) but in creating a quality product at low cost for mass consumption in an ever widening group of markets. This can be done only by opening new sources of rawstock supply. It can open unprecedented merchandising opportunities which could, over a period of time, spell the highest level of production and sales prosperity this industry has ever experienced. It needs only to change its spirit from one of recoiled defense to one of creative offense.

To bring out the best in your leather...

Specify Cyanamid Tanning Specialties

TANAK MRX is the modern tanning agent for increasing the desirable properties of today's leathers. Better "break," fuller flanks and bellies, increased tightness of grain, and increased weight will be evident with its use. It is applicable to both colored and white leathers. For "whites," maximum penetration is achieved, permitting deep buffing if desired. Increase the cutting value of your leather by use of TANAK MRX.

Other performance-proved Cyanamid Tanning Specialties include:

Bates . . . pancreatic "bates of choice" in the tanning industry.

Tanning Extracts* . . . blends to meet specific tanning requirements.

and Extracts* . . . a full line for every important need.

Synthetic Tanning Agents...ideal for improving the quality of leather during both chrome and vegetable tanning.

OT Wetting Agent . . . most powerful wetting agent available for tanning.

Let our staff help you make tests.

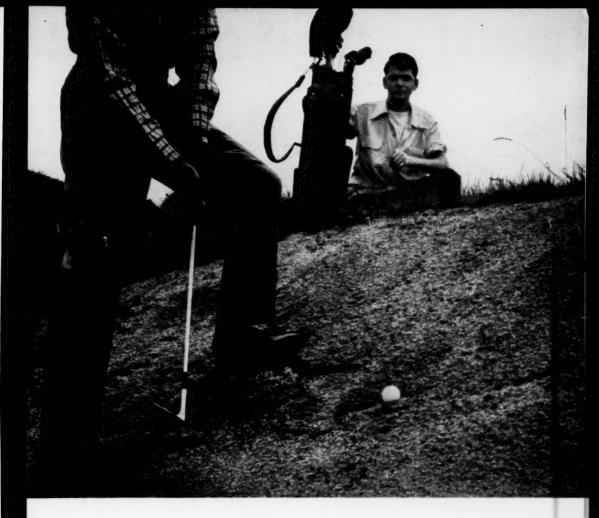
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at home wherever performance counts

Whether it's sports equipment for a golf match...a briefcase at the conference table...or a comfortable chair at the club...genuine leather's invariably right, whenever handsome appearance and durability are desired.

To bring out all of leather's fine qualities, your tanner spends years learning every phase of leather treatment and processing. Result: you receive genuine leather, beautifully finished and in prime condition, to be used for your products. So to increase your sales . . .

make it better . . . make it leather



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Concentration of SHOE BUYING POWER

SHOE FAIR 27-30
SHOE CHICAGO
C

here are the reasons why...

1.

ATTENDANCE OF 15,000 Shoe retailers and buyers—more than at all other shoe shows combined.

2

BRINGING NEARLY TWO
BILLION DOLLARS' WORTH of
retail shoe spending power.

3.

COMING IN A VIGOROUS BUYING MOOD in preparation for the biggest spring shoe season on record.

RESERVE SPACE NOW-

NATIONAL SHOE FAIR

PALMER HOUSE CHICAGO

And a Great Special Feature

"THE NEW IN SHOES"

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Sponsored by the NATIONAL SHOE INSTITUTE

A wholly fresh, dynamic merchandising theme of nation-wide scope, designed to sell more shoes in '53. A sales promotion program of enormous significance to every shoe manufacturer and shoe retailer. First seasonal opening of "THE NEW IN SHOES" scheduled for March 1, 1953. Watch for all further announcements.

Advance launching of this important program will take place at the NATIONAL SHOE FAIR, where all alert retailers will select and buy their Spring lines in readiness for this powerful merchandising event.

BE PRESENT - PREPARED TO EXHIBIT AT THE NATIONAL SHOE FAIR



Fig. 1: Both are completely cement-lasted shoes—but with great difference in flexibility. Note light finger touch of Jo-Gal shoe at top. Shoe at bottom, with much stronger flex pressure, is stiff.



Fig. 2: Two Jo-Gal all-cement-lasted flattie models, giving highgrade appearance for low-cost shoe. Note quality look of contoured, molded quarter and counter—one of the "tricks" of the process.

THE NEW ALL-CEMENT-LASTED SHOE

Also known as the "tackless" shoe—a highgrade appearance at low cost in the flatties field. Here's the story behind its success.

A sensationally "new" type of shoemaking process arousing considerable interest in the industry is known as the completely cement-lasted shoe. This shoe, assembled without any metal fastening whatever, possesses an unprecedented flexibility, enables a high-quality look to be given to a low-cost product, cuts production time and costs by at least 10 percent, and results in an improved fitting.

This "tackless" shoe is the creation of John Galber, head of Jo-Gal Shoe Co., Lawrence, Mass., who devised the method some four years ago, and brought it to its current final development with the cooperation of the International Shoe Machinery Corp. This all-cement-lasted shoe has been enjoying enthusiastic reception among wearers and among chains.

What are the features that make this shoe so distinctly different? These consist primarily of the insole, the molded thermoplastic counter and quarter, and a special cement.

Though several other shoe manufacturers have been utilizing the process, it appears that none has had the



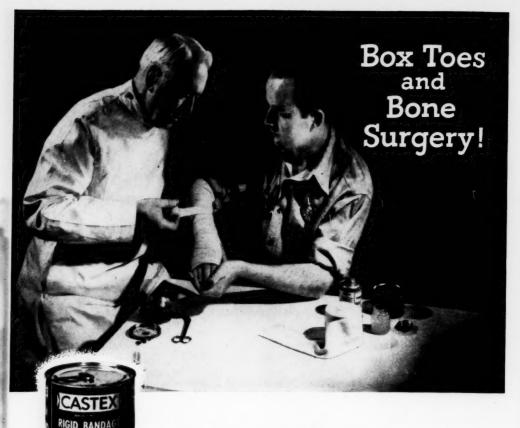
Fig. 3: Left is John Galber, president of Jo-Gal Shoe Co., who developed the new "tackless shoe" process. He is talking with his superintendent, Lucian Pelletier.

outstanding success that Galber has experienced. First, Galber uses a high quality insole, refuses to skimp on this vital portion of the shoe's structure. This is one of the reasons for the success of his product.

The result is shown in Figure 1—high flexibility of the Jo-Gal shoe as compared with the relative stiffness of shoes attempted to be made by the same process. The difference here, Galber points out, is in the quality of insole used.

Another "secret" in Galber's process is the special cement used. The cement will retain its tackiness for several days after it has been applied to the insole. On humid days many shoe factories experience trouble with their cement—the loss of tackiness which allows the bonding to give way. Galber's cement has extraordinary holding power. For example, insoles that have been coated with adhesive may remain untouched over a weekend. On Monday morning a good tackiness will still be present on the insole. This means there need be no reapplication of ad-

(Continued on Page 31)



Most shoe manufacturers have never heard of Castex and we hope they never will, since

Castex is a patented rigid bandage that is used in place of heavy and bulky plaster casts for immobilization in bone setting. It is an impregnated tape that becomes rigid upon the evaporation of its retained solvents. Castex is made in a variety of

widths and is ready for use upon removal from its hermetically sealed container. It serves the ethical medical profession as efficiently as *pyroxylin box toes serve shoemakers everywhere. Understandable, since both are made in the same plant and with the same skills. Even as Castex was developed from box toe experience, its unique construction and its requirement for speedy solvent evaporation taught us much that is standard box toe practice today.

 Lucky Strike and Dalo, products of the Arden-Rayshine Company, Watertown, Massachusetts, wholly-owned Beckwith subsidiary.

BAUER & BLAC



BOX TOES

Sole distributors for Castex — Bauer and Black, Division of the Kendall Co., Chicago, Ill. In addition to the production of over seventy types and weights of conformable box toe materials, "Beckwith" means molded steel safety box toes, industrial feltmaking and plastics fabrication.

...you buy <u>more</u> when you buy Beckwith



Demand for new wood and patterns and designs shows two readings on the barometer. First, indicates good business in shoe industry, and need for new lasts and patterns. But another aspect, considered by some as axiom, that when demand is heavy for new wood and patterns and designs, shoe manufacturers are fighting to maintain business through new ideas. In short, in period of solid shoe demand there's less necessity to push new ideas, as old or established ones will sell. But when business is uncertain, then fresh themes essential to create sales. So take whichever side you favor.

Significant thing about it all: shoe industry, both production and retail, is in period of important transition. The face of the industry is changing, both in technology and marketing, but especially the latter, because the whole picture of marketing in most fields has made drastic changes in the past few years. The shoe industry must inevitably follow—though at present the sense of direction is more a matter of groping than definite decision.

Short-lived gains in hide and skin prices, even though unjustified, now completely dispersed by effect of drought in cattle-growing regions. Hard-pressed farmers, finding feed and water almost non-existent, have been selling cattle in droves. Result is slaughter markets are jammed with cattle and hides more than plentiful.

Slaughter figures indicate true situation. During last week, some 204,000 cattle arrived at Midwest markets against 175,000 in same week last year. Even if drought is relieved quickly, farmers cannot possibly get enough feed in time for cattle on range. Outdook is for many more thousands of cattle to hit slaughter markets in next few weeks. As it is, July Federally-inspected slaughter ran 16% ahead of year ago. Aug. promises to be as much ahead or more.

Prospect is for short-term glut of hides and skins. If tanners buy actively in next few weeks, packers will be able to maintain prices near current levels. Otherwise, hide market may well be in for steady decline. Retarding factor is packer strike which could delay slaughter enough to prevent big pile-up of hides.

However you view it, hide and leather prices probably won't rise much above current levels for remainder of '52. Good fall season in retail shoe sales as expected may serve to keep supplies in balance, prices from falling. So may change in International situation. Likelihood is hide and skin and leather prices will remain within few cents of going levels.

Leather Industries of America promotion program ready to roll into high. Group has been accomplishing much in few months of existence, is planning much more. Latest move is appointment of Alfred M. Hudson, formerly public relations official with Colonial Airlines, to head up Leather Industries promotion program. Hudson expected to give group the high-powered, experienced publicity guidance it has been seeking since formation.

Little-known facts about hoof-and-mouth disease: this cattle scourge has already cost France about \$300,000,000. Over 700,000 animals infected already. Europe's total loss in billions. Many more millions lost in Canada and South and Latin America. And still the U. S., caught in the middle of world's worst cattle disease, procrastinates action, tries to set up invisible barrier against infection while political and shortsighted considerations delay building of needed control laboratory. How long U. S. can remain free of disease is anybody's guess. Sitting back and waiting won't do it.

Brockton shoe manufacturers, despite classification as "distressed area" have turned down Army contracts calling for 297,000 pairs combat boots. Several weeks ago, manufacturers were crying for orders. Now they have refused them. Reason is obvious and points up fallacy of Government's preferential buying program.

Army offered boot contracts provided Brockton manufacturers met price range bid by International Shoe Co. on previous 200,004 pairs originally covered by bid. This would mean supplying boots at \$5.58 to \$5.63, with allowance for differentials on freight charges. As one manufacturer put it, "We would really be in distress if we took the shoes at the prices the Government is willing to pay." Recent rise in leather prices another factor ip cost situation.

Good indication of July shoe business seen in New York Herald-Tribune survey of New York City department and apparel stores. Tribune found 15 of 23 stores showed gains of two to 45% over last July in sales of women's shoes. Decreases ranged from six to 37%. Children's shoes, as expected, did not do as well. Only six of 16 stores queried reported gains over July 1951. Men's and boys' shoes and slippers did well enough. Nine of 15 stores surveyed reported increases.

WARN INDUSTRY OF OVERPRODUCTION

SHOE ECONOMIST RECALLS 1951 DEBACLE

Current Pace Well Above Consumption

Despite the expectation of increased shoe sales over the balance of 1952, the shoe industry must examine its present rate of production "carefully and realistically" lest it bring on another debacle similar to that of last year, according to William Sheskey, economist for the National Shoe Manufacturers Association.

Production Ahead

In his Quarterly Survey covering the second quarter of 1952, Sheskey pointed out that production for the first seven months of this year is running 5.5 million pairs ahead of schedule (based on 492 millions per year). Adjusted for seasonal variations, the excess of production for the year over normal potential consumption will approximate 9.6 million pairs of shoes.

Sheskey said that the current rate of production — estimated at 289, 709,000 pairs for the first seven months against 284,341,000 in the same period of 1951—would lead to more than 500 million pairs for the entire year. In addition, the Tanners Council has estimated that civilian output in the first seven months of this year is at least five percent over 1951.

More Consumption

The Association economist added that a yearly output rate of 492 million pairs represents, in effect, an average consumption of 3.13 pairs per year per person for a population of 157 million. "Any production greater than this would require a higher rate of consumption in total pairs than has ever been achieved."

Sheskey said there are two possible explanations for the increase in shoe demand at the manufacturing level this year. First is that shoe retailers are stocking up on inventories now and will necessarily curtail demand later. The second is that sales demand is truly strong enough to continue to increase for the rest of 1952.

In the latter case, Sheskey warned, manufacturers should use caution since shoe sales do not necessarily mean consumption. "People may buy more shoes this year because of their 'bargain' attitude but next year they may curtail buying until those on hand have been consumed."

Although the number of pairs of shoes sold at the retail level in the first six months 1952 was greater than the same period last year, dollars received this year were below the amount in the 1951 period. This was due to a 15 percent reduction in retail shoe sales prices.

The Association economist cited a report of the Federal Reserve System in its 1952 Survey of Consumer Finances stating that consumers are now "bargain" conscious. Despite the fact that there is evident reluctance to purchase durable goods because of the attitude that prices are too high, recent decreases in shoe prices have found a favorable response among the buying public.

Granite Leather Grants 6¢ Pay Hike

Workers at Granite State Tanning Co., Inc., of Nashua, N. H., have been awarded a six cents hourly wage increase and additional benefits, company officials announced last week.

The increase, which affects all members of Local 212, International Fur and Leather Workers Union, employed at the tannery, has been ratified by the union. It brings average wages at Granite State to \$1.70 per hour.

Other benefits provided are one to three week vacations, seven paid holidays, Blue Cross and Blue Shield coverage, weekly sick and accident benefits, and a \$1,000 life insurance policy. All benefit premiums are to be paid by the company.

Shoe Pattern Men To Meet September 4

The National Shoe Pattern Manufacturers Association has scheduled its annual meeting to be held Sept. 4 at the Waldorf-Astoria in New York City.

Members of the Association will discuss current problems facing the industry and formulate a general program for the coming year. Richard Guild, associate director of the Association, will review the year's activities and John Barcheski, president, will be chairman.

OPS SUSPENDS SCRAP LEATHER LIDS

The Office of Price Stabilization announced late last week that all price controls on sales of scrap leather have been suspended. The suspension order, Amendment 6 to GOR 4, Revision 1, is effective as of Aug. 7.

The order defines scrap leather as "scrap not suitable for producing cut parts" and said the commodity has minor significance in the cost of living or business costs. It added that maintenance of price ceilings would involve an administrative burden "out of proportion to its importance to price stabilization."

International Shoe Moves Two Departments

International Shoe Co. has announced it will move its Merrimack, N. H., tannery to nearby Manchester. The company will also transfer its welting department, now located in Manchester, to a Midwest location not yet determined.

Approximately 40 workers will be affected by the closing of the Merrimack tannery but these will be offered jobs at the Manchester plant as work becomes available, according to company officials.

The same number of workers have been employed at the Manchester welting department. No mention was made of their disposition. The move to the Midwest is being made "to achieve more efficiency of operation," company spokesmen said.

LEDBURY-HATCH SOLD

Ledbury-Hatch Leather Co. of 145 South St., Boston, has been purchased by Albert and Robert Dardano, formerly associated with their father in the operation of Walter Dardano & Sons, Canton, Mass. leather japanner. Former owners, the Messrs. Ledbury and Hatch, have announced their retirement from business.

The new owners have announced they will continue Ledbury-Hatch's regular export business and also bring out a new line of patent leather made in Canton and merchandised under the trade mark "Paragon Leathers."

BRANDED SCHIAPARELLI SHOES TO BE MARKETED IN U.S.

The famous Schiaparelli name will soon adorn American footwear, designed and sold in the U.S. under the direction of the celebrated Parisian fashion authority whose name is international in the style world.

A select group of American manufacturers representing every fashion field pertinent to feminine wearing apparel and accessories, including shoes, has been or will be appointed as Schiaparelli, Inc. "Affiliates."

Madame Elsa Schiaparelli, famous Paris couturiere, is the creative head of the new French-American firm, formed for the immediate promotion and coordination of Schiaparelli Fashions in this country. Resulting products will be sold under the Schiaparelli name.

The operation will be based on a completely new fashion-concept of merchandising evolved by Madame Schiaparelli, whose ideas will be integrated and put into execution in this country by Malcolm A. Reiser from New York offices.

Mme. Schiaparelli arrives in Sep-



tember for her first conference with

each of her affiliated manufacturers. She will personally supervise and edit the interpretation of her ideas from the standpoint of design and quality, to assure the American pub-

Profits of both International Shoe Co. and General Shoe Corp. fell 9.1 percent for the first six months of their 1952 fiscal period. International reported a sales decline of 5.6 percent while General's sales rose 5.4 percent.

Sales of Brown Shoe Co. increased 22.5 percent in the 1952 period but profits fell 16.4 percent. The company reported sales totaling \$62,787,018 and profits of \$1,442,222.

Combined sales of the four shoe firms averaged 0.5 percent below sales in the corresponding period of last year.

Average ratio of net profits to sales in the first six months of this year was 3.2 percent. International's ratio was 4.15 percent; Endicott-Johnson, 3.0 percent; Brown, 2.3 percent; and General, 2.5 percent.

lic that her distinctive new Paris-Fashions, Made-in-America, retain the standard and flavor of the "originals."

Mme. Schiaparelli had this comment to make on her new enterprise: "For the past few years, in fact ever since the great post-war buying bonanza ended, American Fashion industries have suffered despite the combined efforts of your own tal-ented designers and the inspiration of Paris.

"The fault, if you can so call it, I believe, lies with the average manufacturer, not with the designer. There is a lack of coordination in America. between fashions in clothes and fashions in every other field, from hats to shoes and all the elements between. In America, even when there is some semblance of coordination, the consumer is not made conscious of it sufficiently, to regard every detail of her costume as essential to the whole 'new look' effect, season after season, Her reaction is, 'last year's bag and shoes will do very nicely,' with this year's silhouette; and right she is, if no exciting fashion change makes it necessary to make new purchases.

"I have considered this problem for a long time where America is concerned, and have finally decided to do something about it myself. Schiaparelli, Inc., is my answer. I will design every element that belongs to a new look each season, in a head-to-toe ensembling theme, so that all the parts start out together and are presented together for the consumer, when she is ready to purchase her new season's wardrobe, simultaneously."

Dewey And Almy Reports Net Loss

Dewey and Almy Chemical Co., Cambridge, Mass., reports a net loss of \$44,473, after provision for tax carry-back, on net sales of \$12,-493,443 for the first six months 1952. This compares with net sales of \$15,069,357 and earnings of \$797,-746 in the first six months of 1951.

This year's first-half loss before tax carry-back was \$649,473.

Bradley Dewey, president, said that while it was still impossible to forecast whether there would be any serious residual effect of the steel strike, sales since April had shown an upward trend with sales in July for the first time this year greater than those for the same month last

If sales for the balance of the year meet expectations, second-half operations should be profitable, he added.

"BIG FOUR" SHOE SALES PICTURE MIXED

Despite a huge 126.7 percent gain in profits for the first six months 1952 over the previous year reported by Endicott-Johnson Shoe Corp., profits of the Big Four shoe manufacturers in the period showed a combined increase of only 3.4 percent.

Actually, three of the four showed a decline in profits ranging from 9.1 percent to 16.4 percent, according to an analysis prepared by the New England Shoe and Leather Association.

Curiously enough, Endicott-Johnson showed its profits gain despite a 12.2 percent decline in sales for the period. The firm had a net profit of \$1,994,621 on net sales of \$66,319,-800.

"BIG FOUR" SHOE SALES

| | Six Months | Fiscal 1952 | Percent | | Ratio Net Profits to |
|-------------------------|-------------|---------------|---------|--------|-------------------------|
| Company | Net Profits | Net Sales | Profits | Sales | Sales '52 |
| International Shoe Co.* | \$4,238,312 | \$102,016,690 | - 9.1% | - 5.6% | 4.15% |
| Endicott-Johnson Corp.* | 1,994,621 | 66,319,800 | +126.7 | -12.2 | 3.0 |
| Brown Shoe Co.** | 1,442,222 | 62,787,018 | - 16.4 | +22.5 | 2.3 |
| General Shoe Corp.** | 1.196.894 | 48,467,433 | 9.1 | + 5.4 | 2.5 |
| Total | \$8,872,049 | \$279,590,941 | + 3.4% | - 0.5% | 3.2% |

"Six months ending May 31. ""Six months ending April 30.

SHOE FAIR TO SHOW 125,000 NEW STYLES

World's Largest Style Array Now In Making

"The fantastic selection of 125,000 new Spring shoe styles will be made available to America's shoe retailers next October at the National Shoe Fair in Chicago," declared David S. Hirschler, one of the nation's leading shoe retailers, with headquarters at Hofheimer's, Inc., Norfolk, Va.

Hirschler, a member of the National Shoe Fair Committee, has just completed a detailed study of fashion presentation plans for next October's Fair, the world's largest shoe show. He stated that "these are more new shoe fashions than are introduced in a single year by all the other nations of the world together."

The approximately 700 manufacturers exhibiting at the Shoe Fair will each display an average minimum of 200 new shoe styles, and probably more. "Thus our estimate," he said, "is likely to be much below the more probable figure of 150,000."

"Clear Evidence"

Hirschler stated that "this is clear evidence that America is today the world's leading shoe fashion center. Nowhere in the world is the public more selective in its shoe fashion tastes than in America. And the shoe industry must seasonally deliver a huge, fresh turnover of styles or else it's no sale with the public. The delivery of 125,000 new shoe styles at the Fair next October is being done at a cost of several millions of dollars."

Asked if 125,000 new Spring shoe styles might confuse retailers and consumers, Hirschler said, "Not at all. These styles are carefully planned to coordinate with the basic seasonal themes in clothing patterns, textures, lines. There's no guesswork. Shoe manufacturers are taking meticulous care in the creation and selection of these styles based on a detailed study of over-all fashion trends. This is vitally essential, because shoes are the most important 'go-with' accessory in the wardrobe."

The marvel of it all, Hirschler pointed out, is that these 125,000 new Spring patterns are founded on only 16 basic shoe styles known to the industry. These 16 styles consist of such basic shoes as the pump, sandal, oxford, moccasin, strap, mule, ghillie, monk and slipon or gore types—all of which are at least a century old.

"This is a tribute to the ingenuity and creative talent of our shoe designers."

What is the anticipated public response to these tens of thousands of new styles, Hirschler was asked. "We expect one of the biggest Spring shoe buying seasons in the industry's history," he replied. "And why not? Shoes are now priced lower for value received, than practically any other consumer article on the market. Priced-right shoes, plus the greatest seasonal selection of styles ever made available to retailers and the public—we just can't miss with that kind of package."

Cite 13 Shoe Firms For Annual Reports

A total of 13 shoe manufacturing companies are being cited with "Merit Award" certificates by Financial World in its Twelfth Annual Survey of annual reports.

Certificates will be presented by Weston Smith, director of the Annual Report Survey, at the Financial World Annual Report Awards Banquet to be held Tuesday, Oct. 28, in the Grand Ballroom of the Hotel Statler in New York.

Stockholders reports of the 13 shoe firms are candidates for the final judging and one will be selected for the "Best of Industry" award and presented with a bronze "Oscar of Industry" at the banquet. Awards will be based on annual reports for 1951.

A year ago, the 1950 annual report of International Shoe Co. won the trophy for the best report in this industrial classification.

Financial World celebrates its Golden Anniversary for 50 years of service on Oct. 1, 1952.

Following are the shoe firms cited: Allied Kid Co., A. S. Beck Shoe, Brown Shoe Co., Butler's, Inc., Cannon Shoe Co., Davis Leather, Edison Bros. Stores, General Shoe Corp., International Shoe, G. R. Kinney Co., Melville Shoe Corp., Shoe Corp., Shoe Corp. of Amer.

STYLES GALORE

The Soviet Government, which is brash enough to set clothing styles for milady in Russia, is offering Russian women a new wide range of shoe styles for the coming fall season. Moscow radio is reported to have said that Soviet shoe factories have begun production of 730 new models for fall and winter wear. As usual, details of the new styles were kept secret behind the Iron Curtain.

LEATHER INDUSTRIES APPOINTS DIRECTOR

Alfred M. Hudson To Head Promotion Group

Leather Industries of America, the newly-formed promotion organization for the leather industry at large, has announced the appointment of Alfred M. Hudson as director. Hudson will presumably be in charge of the group's promotional and public relations program.

A former vice president of Colonial Airlines where he supervised the company's public relations and advertising activities, Hudson also has a wide background as consultant to various advertising and public relations agencies in the U. S. and Canada.

Hudson's experience in retailing and merchandising is expected to prove extremely valuable to the tanning and related industries.

Shoe Retailers Polled On Seasonal Openings

The National Shoe Retailers Association is currently conducting a survey to ascertain if members will approve and participate in semi-annual seasonal openings as recommended by the National Shoe Institute.

The openings, designated as "The New In Shoes," are part of a joint promotional program sponsored by the Institute under the direction of the National Shoe Retailers Association and the National Shoe Manufacturers Association. Openings will be held twice yearly with the first scheduled for March 1, 1953. (L&S, July 26.)

In a card mailed last week to all members, the Retailers Association asked first, if they approved the program as outlined and, second, would they take part in the first of "The New In Shoes" events beginning March 1, 1953. According to the program, new spring and summer 1953 styles will be delivered to retailers prior to the first seasonal opening.

The National Shoe Institute will supply editorial material for local newspapers and prepare a program outline for shoe retailers. Suggestions will be made for tie-ins at the local level with radio and television, service clubs and local celebrities.

Boston Shoe Worker Tours Israel Plant

A skilled worker in Boston shoe factories for the past three decades enjoyed a real motorman's holiday this past week. While taking a trip through the Middle East, he toured the region's largest modern shoe plant.

It was like old home week for Meyer Greenfield of Charles St., Boston, who was invited to inspect the new Jerusalem shoe plant, now called "The Little U.N."

Greenfield spent several hours discussing various phases of shoe manufacturing with employes of the Jerusalem factory, which employs workers from 32 different countries who have settled in Israel in search of a new life. The Boston shoe worker also met ex-Bostonian, Atty. Joseph Sugarman, now the plant's managing director, who was highly instrumental in its launching.



Meyer Greenfield, left, Boston shoe worker, gets the low-down on how Israel produces its modern shoes from former Bostonian Joseph Sugarman, managing director of the new Jerusalem shoe factory. Greenfield stopped over in Israel to inspect the country's industrial and agricultural progress.

Sugarman Chairman

Sugarman is also acting chairman in Israel for the \$500 million State of Israel Bond Drive, a campaign aimed at assisting the young republic in developing its industry and agriculture to provide new jobs and homes for immigrants.

Greenfield completed his trip through Israel with an inspection of various factories erected with the assistance of the Israel Bond Drive. He expects to return to Boston this month after stop-overs in Rome and Paris.

MONEY DYNAMICS



How can a sound business double or triple its volume on its present capital? Crompton Factoring Service!

It automatically turns receivables into cash for current operation ... stimulates capital turnover ... makes every dollar of assets more productive.

Plenty of cash provides a powerful impetus in itself...and plenty of factoring case histories prove it. You have the resources to produce and sell more needed goods.

Let Crompton show you how to benefit from full employment of capital assets. Today it is the main chance for sound commercial growth.

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to get ready for next winter's DRY AIR and here's a better way to do it:

LAST winter's dry indoor air hurt you . . . and your leather—strength loss, weight loss, cracks, case hardening, uneven shrinkage, etc. That's done with. But if you are resolved not to pay the same price next year, now is the time to act. You can start saving the very first cold day of the coming winter.

Economical Armstrong Humidifiers end dry air problems by adding automatically controlled, clean, dry steam to the atmosphere. A comfortable, even humidity results. Extremely simple, they are installed much like unit heaters. Cost is only \$182 for a unit to humidify up to 40,000 cu. ft. Satisfaction is guaranteed.

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W. H. Mooney Heads Kingan Packing Firm

William H. Mooney, former president of the now-defunct The American Oak Leather Co., Cincinnati sole tanning firm, has been elected president of Kingan & Co., large Indianapolis, Ind., meat packer.

Mooney stepped into a vacancy created by the ouster of H. F. Wilke after a disagreement over management policy. He has been a Kingan director for several years.

Mooney was president of The American Oak Leather Co., largest U. S. tanner of sole leathers, when the firm was dissolved in 1949. At that time, the firm was 69 years old and still conducting a successful business, but, as Mooney pointed out in a stockholders' report, there had been no growth in the oak leather sole business during a quarter century because of the increased use of synthetic soling materials.

Mooney served as president of Cincinnati Development & Mfg. Co., a research firm, after The American Oak Leather Co. was liquidated.

Agnew-Surpass Reports New Sales Record

An increase of \$875,059 or 9% to a new record total of \$10,557,455 is reported in net sales as against \$9,682,396 in the previous year for fiscal year ended May 31, 1952, by the Canadian shoe manufacturer and chain-store operator, Agnew-Surpass Shoe Stores Ltd., and wholly-owned manufacturing subsidiary John Ritchie Co., Ltd., of Brantford, Ont.

Consolidated earnings, before income taxes, amounted to \$924,820 compared with \$749,831 and operating profit amounted to \$1,045,858,398, with total assets reaching \$4.651,028 against \$5,156,582 and working capital \$2,571,786 against \$2,854,241.

Shoe Industry To Get Book Match Award

A plaque for "distinguished use of book match advertising" will be presented on Sept. 26 to the shoe manufacturer or producer of leather products selected as best in the field by the American Match Industry.

The match group will award the plaque to winners in each of 41 classifications of products and services. Because large numbers of shoe manufacturers and other makers of leather products use book matches promotionally, a special award will be made to this industry.

SELECT SPRING 1953 WOMEN'S GLOVE COLORS

Fourteen colors, featuring soft, lively pastel shades, have been chosen for spring and summer 1953 women's gloves by the Glove Color Committee of the Textile Color Card Association.

The lighter pastels include Precious Pink, a blush version, Charm Mauve, orchid, and Icing Blue. Livelier are Swiss Pink, Pint Aspic and Wild Lemon.

Basic tones include Burnt Toast and Brown Carmel. Additional are Golden Jasmine and Ecru Beige. Chrome Gray and Admiral Gray are additional spring neutrals. Sparke Red and Roman Emerald round out the group. White, chamois and black are also specified in the spring glove range.

All 14 colors will be portrayed in the 1953 Spring Glove Card to be issued later in the year. The Glove Color Committee includes leading manufacturers of leather and fabric gloves.

THE SHOEMAN'S GUIDE

The 23rd annual edition of The Shoeman's Guide, official directory of the British leather and shoe industry, has been published by the Halford Publishing Co. of Leicester, England. The Guide is published for

the wholesale trade in boots and shoes, machinery, mercery, leather, etc., in Great Britain, Northern Ireland and Fire.

First section of the directory lists manufacturers of boots, shoes and slippers in geographical order as well as types of footwear manufactured by each firm.

The second section contains a complete listing of firms buying and distributing footwear.

The third section lists names of all British firms engaged in tanning, currying and dressing hides and skins for shoe manufacturers only.

The fourth section includes firms tanning and distributing leather and describes types of leather tanned by each.

A fifth section lists firms supplying machinery, findings, and all supplies and materials used by shoe manufacturers. These are listed under product headings.

Final section of this excellent directory describes Technical Colleges and Schools and various Associations and Institutes active throughout Great Britain.

Copies may be had by writing The Halford Publishing Co., Ltd., Spencer Chambers, 4 Market Place, Leicester, England.

EAGLE-OTTAWA OFFERS TWO NEW LEATHERS

Eagle-Ottawa Leather Co., Grand Haven, Mich., has announced the development of two new types of leathers designed especially to cover requirements in the upper leather field. The leathers were developed after a considerable period of research and tests.

"Roamer" is a combination-tanned upper leather for use in casual by men's, women's and boys' shoe manufacturers. It is claimed to combine all the advantages of the currentlywanted mellow tannages and can be used in a wide variety of types and price ranges.

"Skufno," the second type, offers a fine low-cost leather to children's shoe manufacturers. It can be used for vamps, quarters, tips and foxing. The finish used on its "Tuftoe" line is also being used on "Skufno" leathers, claimed as impervious to scuffing for the life of the shoe.

Both new leathers will be shown at the Eagle-Ottawa booth, No. 63, at the Leather Show.

THE NEW YORK WEDGE HEEL and SOLE CEMENTER

For applying solvent pressure sensitive cement to Foam Crepe Soles with straight or breasted heels attached.

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St. Louis, Mo.



- Abraham Matty, treasurer of Formfitting Slipper Corp., New York manufacturer of slippers and sandals, is reported to have withdrawn from the firm.
- Lasting and making room foreman Anthony Falco has joined Triple Novelty Footwear Co. in Maspeth, L. I.
- Sam Gruber is reported to have joined the executive staff of Modell Footwear, Brooklyn. Gruber is well known in the New York area as a shoe designer and superintendent.
- Mike Ashley has joined Irval Footwear Corp. of Brooklyn.
- Joseph Gandolfo has joined the shee designing staff of Jerro Bros. in New York City.
- Julius Weisman, president of J&W Finish Co., Peabody manufacturer of leather finishes, returned this week from a three-week visit to leading Mexican tanning centers where he visited customers and made an extensive study of the market for American leather finishes.
- Betty Murdock has been appointed fashion coordinator for Vogue Shoe Co.
- Eleanor W. Howard has been named promotion director of Town & Country Shoes, Mrs. Howard at one time was promotion director for Carlisle Shoe Co.
- Peter J. LaChance has resigned as manager of the International Shoe Co. plant in Claremont, N. H., after nearly six years in the position. He has been with the firm for the past 23 years and will enter the rice growing and processing business in Florida.
- Edwin M. Mitchell has been named superintendent of the Fort Hill unit of Craddock-Terry Shoe Corp., Lynchburg, Va. Mitchell was formerly associated with Schroeder Shoe Co. in Portsmouth, O., and has had many years of experience in the shoe manufacturing field.

- Wentworth Brown, vice president and assistant to the president of Brown Co., Berlin, N. H., manufacturer of innersoles and other products, has been placed in charge of coordination of research, sales and production in the company's development of new products.
- Herman Leff is now back with Turian, Inc., of Philadelphia, it is reported. Leff, a purchasing and plant executive, recently resigned at Grayson Shoe Co. of Brooklyn. Previously, he had been associated with Turian for many years.
- John Stitson, formerly associated with Consolidated Shoe Co.'s in Sanford, Me., has joined Saxe-Glassman Shoe Co. as packing room foreman.
- Hy Binder, formerly with Alltime Footwear Co., has joined the recently organized Maribelle Shoe Co. in Lowell, Mass,
- Mel Maybury, formerly with Norrwock Shoe Co., Skowhegan, Me., is now with Auerbach Shoe Co. of Norway, Me.
- George Platt has been appointed New England sales manager for G. Levor & Co., according to Robert L. Rothschild. He succeeds the late Clifford Miller, who died recently. John McIntosh has also joined the staff of the Boston sales office.
- George A. Thompson, former export sales manager of Freeman Shoe Corp., Beloit, Wis., was recently named assistant manager of American Union Transport, Inc., Chicago freight broker and forwarder.
- General Shoe Corp. has announced the election of nine additional executives to its advisory board of directors. They are: Earl Britain, Thad Brunson, Candler Butler, Thomas Carlton, Jim Cheek, John Ezell, Ed Hoge, Charles Majors and Ray Manning. The board was created several years ago to work on special management problems and to advise the senior board of directors.

MILITARY BIDS AND AWARDS

Upholstery Leather

August 13, 1952 — Invitation No. 31·16757-R issued by General Services Administration, Business Service Center, Washington, D. C., covering 2,632 square feet upholstery leather, Selection A, type II, finish C.

Lace Leather

August 22, 1952 — Invitation No. 11-070-52-36 issued by Rock Island Arsenal, Procurement Office, Rock Island, Ill., covering 7,755 square feet lace leather. Federal Spec. KK-L-201B dated April 5, 1946.

Russet Strap Leather

August 22, 1952 — Invitation No. 11-070-53-36 issued by Rock Island Arsenal covering 40,890 square feet russet strap leather. Federal Spec. KK-L-271C and Amendment 1 dated May 4, 1951.

Sole Leather Strips

September 12, 1952—QM-30-280,53-90, covering invitation to bid on 114,000 lbs. sole leather strips, 13" wide, 9 to 11 irons. Prices quoted FOB origin on entire poundage or FOB destination of 76,000 lbs. delivered to Utah General Depot, Ogden, Utah, and 38,000 lbs. to Schenectady General Depot. Opening in New York at 10:00 a.m. with delivery in 100 percent overseas pack at 38,000 lbs. during Jan. and Feb. 1953 to Utah and 38,000 lbs. to Schenectady during March 1953.

CONVERSE LOW BIDDER

Converse Rubber Corp., Malden, Mass., was low bidder at the opening of Navy Invitation No. 938—3,000 pr. women's storm rubbers—offering to supply the total quantity at \$1.36 per pair; sixty days acceptance, 1/10 of 1% in twenty days. There were three other bidders:

United States Rubber Corp., Naugatuck, Conn.; all at \$1.36; 15 days acceptance, net.

Hood Rubber Corp., Watertown, Mass.; all \$1.45; 15 days acceptance, net

Bristol Manufacturing Corp., Bristol, R. I.; all \$1.39; 15 days acceptance, net.

UNCERTAIN HIDE SITUATION KEEPS LEATHER MARKET SLOW

Threatened Packinghouse Strike Has Immediate Reaction Among Buyers

Most selections reported dull. Sole leathers especially feel letdown. Sheep steady as is kid and calf. Suede still wanted.

New York Markets

Upper Leather: Generally speaking, the market is about unchanged with some trading going on at about the levels prevailing for several weeks now. The packing house strike raises possibility of possible higher prices on hides and skins, which of course would mean higher leather prices.

Tanner lists now firm at from 42c to 46c and down on large spread elk and the other grades and types of side leather are firmly held. Some business taking place but there is definite price resistance on the part of shoe manufacturers. Some tanners recently willing to shade lists a little to get business have firmed up as they await developments.

Calfskins: Demand for women's weight calf in both suede and smooth types seems slower and though lists are mostly firm at 90-95c and down on suede and 80-85c and down on smooth, there are tanners who have shaded these prices. Bulk of the demand has been in the middle and lower grade calf but buyers have slowed down.

Some say a lot of this is due to the fact that most tanners are sticking pretty close to their list prices while sometime back there was plenty of talk of calfskins moving at real low prices in the middle and lower grades. Now that prices are at lists, buyers who were using calf at the real low prices are out of the market and forced to turn to something else. However, the better line of shoes are still using calf and prices have a way to go to get out of line for good grade shoes.

Sole Leather: Prices continue firm here and most tanners are in good positions as they remain well sold up. Average 9/10 iron bends still 50-57c with over 10 iron about 54c with the supply short. Most 8/9 iron bends are 64-65c for good tannery run bends and light bends 68-70c. Bellies are 23-25c for most cows and steers though some tanners claim they are getting 26c.

Double rough shoulders selling 50-52c for heavy tannery run with men's waist belt around 57c. Single shoulders 48-50c. Some tanners say they have enjoyed a steady business and have all the orders they can handle but, as a whole, sole leather business is not very active.

Prices and Trends of Leather

| KIND OF LEATHER | WEEK | AGO | AGO | HIGH |
|---------------------------|-----------|-----------|-----------|-----------|
| CALF (Men's HM) | 73-1.00 | 70-98 | 90-1.20 | 1.18-1.35 |
| CALF (Women's) | 70-91 | 67-85 | 85-1.00 | 1.15-1.30 |
| CALF SUEDE | 80-95 | 80-90 | 1 95-1.15 | 1.30-1.40 |
| KID (Black Glazed) | 75-90 | 75-90 | 80-1.25 | 80-1.25 |
| KID SUEDE | 80-92 | 80-92 | 70-95 | 70-1.02 |
| PATENT (Extreme) | 40-47 | 38-45 | 55-80 | 70-86 |
| SHEEP (Russet Linings) | 17-28 | 17-28 | 18-32 | 20-35 |
| KIPS (Combination) | 49-59 | 48-56 | 65-75 | **** |
| EXTREMES (Combination) | 46-54 | 46-52 | 60-70 | **** **** |
| WORK ELK (Corrected) | 36-46 | 35-45 | 55-65 | 68-73 |
| SOLE (Light Bends) | 67-72 | 65-70 | 98-1.08 | 1.02-1.08 |
| BELLIES | 24-26 | 24-26 | 60-63 | 64-68 |
| SHOULDERS (Dble, Rgh.) | 50-55 | 50-55 | 92-1.00 | 93-1.02 |
| SPLITS (Lt. Suede) | 32-38 | 30-36 | 30-40 | 40-45 |
| SPLITS (Finished Linings) | 21-23 | 19-21 | 20-30 | 26-30 |
| SPLITS (Gussets) | 16-18 | 16-18 | 21-26 | |
| WELTING (1/2 x 1/6) | 71/2-8 | 8 | 121/2 | 131/2 |
| LIGHT NATIVE COWS | 17 1/2-18 | 17 1/2-18 | 36-37 | 41 |

All prices quoted are the range on best selection of standard tannages using quality rawstock.





Visual fluoroscopic inspection—no fingertip searching to locate sharp tack points. Shows entire shoe interior, shank, staples, at a glance.

Faster—one employee with Adrian X-Ray can do the work of two using other means. Easy—requires no training to operate with expert efficiency.

No Installation Problem—One self contained unit on castors for easy location—uses ordinary 110 volt, A. C. current — only 30" x 30" floor space.

Class A, Cabinet Type Unit — Totally enclosed, totally protective, Built to American Standards Ass'n, Specs. Guaranteed — Sold outright or leased.

Full details on request

M. B. ADRIAN & SONS X-RAY CO.



Sole Still Slow

Boston sole leather tanners report business continues slack. Some say the packinghouse labor situation may have something to do with letdown while others point out possible rise in hide prices should cause buyers to rush into leather market now. More experienced tanners say big reason for slow market is fact majority of shoe manufacturers have all the leather they need now, will wait for re-orders after school opening before coming off sidelines.

Whatever the reason, fact remains business is quiet, prices steady. As in recent weeks, good light bends bring up to 70c with some tanners asking up to 72c: 8.9 irons at 63c and below; 9/10 irons at 55-56c and down; and above 10 irons at 54c and down. Another factor tending to slow sales is apparent shortage of good leather available for early delivery.

Sole leather tanners of Philadelphia find little change in activity. Many expected business to increase in volume this past week, but this has not materialized. No price changes quoted. Findings remain

very slow.

Sole Offal Same

Sole offal tanners and dealers in Boston area find little change from last week. Prices remain steady but this means little in face of declining sales. Here again, tanners figure most shoe manufacturers have enough leather to carry them through school re-opening. Normally, however, this is busy sales season. Uncertainty of hide market has made many leather buvers back away.

Bellies still moderately active at 23-25c with some tanners asking up to 26c. Single shoulders still lagging. Double rough shoulders bring around 50c for tannery run heavyweight welting stock. Lights are around 53-54c and down. Waist belt stock sells up to 57c. Fore shanks slow at 15-17c, hind shanks same at 18-20c. Heads slack: priced around 17c.

Calf Slower

New business in calf leathers on Boston markets reported much slower. This is especially true of women's weights. Latter were extremely active in July but have slacked off considerably. Big reason appears to be what many tanners feared: recent price increases have priced shoemakers out of calf market. Good grades still to top shoe manufacturers but these appear to have good supply of leather on hand.

Men's weights, better grades, find good market despite recent price increases. So do cheaper grades. Not so medium quality leathers which remain largely neglected. Suedes fair at 90c and down. Women's weight smooth priced at 88c and down; most wanted below 65c. Men's held at \$1.00 and down for black and colors.

Sheep Same

Not much new in Boston sheep market, according to tanners. A moderate amount of new business continues to arrive and tanners say they are able to hold to firm lists. For the most part, Boston sheep tanners are well enough satisfied about amount of business done this year to date.

Russet linings move fairly well at 24c and down; top grades up to 28c but not too much doing here. Chrome linings bring 28c and below for better grades; colored vegetable linings fair at 24c and below. Garment suede wanted at 30c and below. Firm tone here. Not so with ailing garment grains which drag in low 20's.

Side Fair

Some side leather tanners continue to report a fair amount of activity. The majority find things a bit slower this week. However, the amount of sales made in past three to four weeks has been satisfying and prices have held fairly firm. What's ahead in prices is another story but some fear a strike in packinghouses will tend to push up prices. Others point out this will be temporary at most and the outlook is for more than adequate supply of hides.

For most part, tanners hold to somewhat advanced prices of past few weeks. Combination tanned heavyweight kips now quoted at 58-56c and below with a few tanners asking up to 60c. Combination heavyweight extremes around 54-52c and down. Elk sides around 42c and down. Work shoe retan moves at 40c and below to 36; some tanners ask 38-42c. Large elk moves between

30-36c.

Splits Same

Splits find fair demand in Boston market. Not too much new business around but tanners busy working on old orders. New orders mostly for wanted heavyweight suede splits with blue a wanted colors. Prices still 42-44c for black and colors. Light suede splits slower at 36-38c for black and colors. Lining splits hold at 23-21c for good grades; others below 20c. Gussets hold at 17-19c.

Belting Dull

Belting leather tanners in Philadelphia find little change in situation. General tone is still quite dull. Tanners can quote no prices at present but they are unhappy about the price situation.

Tanners are making a general changed in a month, but even then changed in a month, but even then quotations were not considered very meaningful since prices depended on business done. Shoulders still active.

Curriers say that there is little change in the volume of business. However there are definite stirrings in the textile industry and tanners have received inquiries from potential customers. This is expected to work into some real business in the near future. Prices holding their own.

| AVERAGE CUR | RIED LE | ATHER | PRICES |
|------------------------------|-------------|-----------|-----------|
| Curried Belting | Best Selec. | No. 2 | No. 3 |
| Butt Bends | | | |
| Centers 12" | 1.51-1.62 | 1.39-1.57 | 1.26-1.35 |
| Centers 24"-28" | | | |
| Centers 30" | | | |
| Wide Sides | 1.12-1.28 | 1.08-1.23 | 1.01-1.08 |
| Narrow Sides | 1.04-1.20 | 1.00-1.16 | .94-1.00 |
| Premiums to be | | | |
| to plus 5c; Light, plus 25c. | plus 10c | to 21c; h | Ex Light, |

Kid Same

Kid leather tanners of Philadelphia say that business continues at an unchanged level. Nothing new reported in black suede, which is continuing to sell in volume. Glazed appears to have improved.

Talk about colors still heard. Although it is too early for anything to have materialized from the samplings already sent out, there is general feeling that these will result in worthwhile business.

Linings remain at the same level as they have been. Nothing new reported in slipper leather. Some tanners have not felt any pickup in this type of leather, as yet, while others are doing fairly satisfactory ousiness.

Little heard about crushed leather. An occasional tanner reported good business in satin mats but for the most part, tanners do not do any business in this type of leather. Prices remain unchanged.

Average prices quoted: Suede 32c-92c Crushed 35c-75c Linings 25c-60c Slipper 25c-60c Glazed 25c-92c Satin Mats 69c-1.20

Bag, Case and Strap Spotty

Additional sales involving fairly substantial quantities reported in bag, case and strap leathers but business seems to come in spurts.

Buyers could be influenced by several factors. Some have been operating on a "hand-to-mouth" basis and want fairly prompt shipment to replace depleted inventories. Other buyers pretty well covered on their Fall and Winter requirements and only buy fill-in lots of certain desired weights which have been used to a greater extent than was expected. Also, there are some outlets which gauge their buying operations on prevailing market conditions.

Recent advances in raw material markets undoubtedly influenced some buying as it was felt it was only a matter of time before sellers of leather would find it necessary to adjust prices upward to cover higher costs. Certain tanners already have quoted slightly higher prices on case and strap leather by about 2c. The trend of prices is firmer.

In addition, there were reports in trade quarters this week that the government is soliciting offerings of certain weights of strap leather. Grade A russet strap leather quotable at 55-57c and down for 4/5 ounce, 57-59c for 5/6 ounce, 59-61c for 6/7 ounce, 61-63c for 7/8 ounce, 63-65c for 8/9 ounce, 66-68c for 9/10 ounce and 69-71c for 10/11

ounce. B grade still quoted 4c less and C grade another 4c less. Colors bring a premium of 2c and glazed 3c above russet.

Case leather quoted 48-50c and down for 2½ ounce and 52-54c and down for 3 ounce.

Work Glove Slack

A certain amount of routine buying reported in this market but trade advices say there is room for much improvement so far as volume is concerned. Considerable optimism concerning the outlook for the future as many industries are returning to more normal operations following the end of the recent steel strike.

Meanwhile, sellers of work glove splits report costs of production continue to creep upward and they have to maintain a very firm attitude on their list prices. LM weight considered firm at 14c for No. 1 grade, 13c for No. 2 grade and 12c for No. 3 grade. A cent higher or 15c, 14c and 13c for the three respective grades still quoted on M weight alone.

Glove Leathers Good

The leather business in this County can be classed as "good" but not "brisk." The larger glove factories are running well. Some of the smaller ones are still looking for business. Prices too close for comfort but, at least they are turning out gloves.

Some shortages in leather developing. Men's weights in demand. Ladies' weights still go begging and the supply is plentiful.

Top grade pigskin at 90c, 30c and 70c are easy to sell. The low ends also move easily. Medium grades slow. Cabretta prices firm at 65c down but the demand is light. Best demand is for a skin to sell from 35 to 40c.

Some demand for goatskin at 60c down. Domestics and Iranians mov-

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> and SHEEP

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CONTRACT **FINISHING** of ALL KINDS

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J. S. NORMANDS Fort Worth GEORGE J. EBERLE

WOLF INTERNATIONAL Milwaukee



ing well. Men's grey suedes, domestic type, bring 34c for the tops with demand fair.

Tanning Materials Steady

Tanning Materials market steady and prices firm. Tanning Extracts unchanged. Moderate buying interest in Tanning Oils with no price changes over last week.

| basis shp't, bag \$70.00-\$72.00 "Fair Average" \$103.00 "Merchantable" \$ 99.0 \$130.00 \$130.00 |
|--|
| "Fair Average" \$103.00 "Merchantable" \$ 99.00 |
| "Merchantable" \$ 99.0 |
| \$130.00 |
| |
| #120 O |
| |
| \$45.00 |
| \$48.00 |
| |
| guaranteed \$66.00 |
| guaranteed\$88.00 |
| So. Am \$60.00 |
| E. African \$79.00-\$80.00 |
| |

| Genuines | \$48.00 |
|--|---------|
| Crushed, 40% | 66.00 |
| Valonia Cups, 30-32% guaranteed | 66.00 |
| | |
| Mangrove Bark, 30% So. Am | 60.00 |
| Mangrove Bark, 30% So. Am | 80.00 |
| | |
| Tanning Extracts | |
| Chestnut Extract. Liquid (basis | |
| 25% tannin), f.o.b. plant | |
| Tank cars | 4.25 |
| Barrels c l | 5.10 |
| Barrels, c.l. | 5 42 |
| Chestnut Extract, Powdered (basis | 0.14 |
| 60% tannin), f.o.b. plant | |
| Bags, c.l. | 10.92 |
| Bags, l.c.l. | 11 65 |
| Cutch, solid Borneo, 55% tannin, | 11.00 |
| plus duty | 0814 |
| Hemlock Extract, 25% tannin, tk. cars | .00% |
| f.o.b. works | 0695 |
| I.O.D. WOFKS | .06% |
| | .00 78 |
| Oak bark extract, 25% tannin, 1b. | 001/ |
| bbls. 614-614, tks | .00 78 |
| Quebracho extract | |
| Solid, ord., basis 63% tannin, c.l. | Da (04 |
| pius duty | 31/04 |
| Solid clar., basis 64% tannin, c.l12 | 3/16 |
| Liquid basis, 35% tannin, bbls | |
| Ground extract | |
| Wattle extract, solid, c.l. | |
| (plus duty) So. African | .11% |
| Wattle extract, solid, c.l. | |
| (plus duty) East African | .11 |
| Powdered super spruce, bags, c.l. | |
| .05¼; 1.e.l | .05 1/2 |
| Spruce extract, tks., f.o.b. wks | .01 % |
| Myrobalan extract, solid, 55% tannin | .08 |
| (plus duty) | |
| Myrobalan extract, powdered, 60% tan- | .10 |
| nin (plus duty) | |
| Valonia extract, powdered, 62% tannin | .09 % |
| (plus duty) | |
| Oak Bark Extract, Powdered, Swedish, | |
| 65% tannin | .12 |
| Quebracho Extract, Powdered, Swedish | |
| spray dried, 80% tannin | .16 |
| Wattle Extract, Powdered, Swedish, | |
| 73% tannin | .1514 |
| Powdered Spruce, spray dried, Swedish Myrobalan, Swedish, Powdered 68-70% | . 3% |
| Myrobalan, Swedish, Powdered 68-70% | .11 1/2 |
| Oakwood, Swedish, solid, 60-62% | .11% |
| Oakwood, Swedish, powdered, 64-66% | .12 |
| Larchbark, Swedish, solid 54-56% | .11% |
| Larchbark, powdered Swedish Spray- | |
| dried, 60-62% | .12 1/2 |
| | |
| Tanners' Oils | |
| Castor oil, No. 1 C.P. drs. l.c.l Sulphonated castor oil, 75% | 29% |
| Sulphonated castor oil, 75% | 261/4 |
| - 1 011 NTM 1 1 1 91 00 91 | OF |

| Cod Oil, Nfid., loose basis, gal\$1.00-\$1.05 |
|---|
| od. sulphonated, pure 25% moisture .1414% |
| od, sulphonated, 25% added mineral .1212% |
| od, sulphonated, 50% added mineral111/2 |
| inseed oil tks., zone 1 |
| drums, c.l177, l.c.l |
| Neatsfoot, 20° C.T |
| Neatsfoot, 30° C.T |
| Neatsfoot, prime drums, c.l161/2 |
| l.c.l |
| Seatsfoot, sulphonated, 75% |
| Dive. denatured, drs. gal 2.25 |
| Vaterless Moellon |
| rtificial Moellon, 25% moisture13 |
| hamois Moellon, 25% moisture12 |
| Common degras |
| Neutral degras |
| ulphonated Tallow, 75% |
| ulphonated Tallow, 50% |
| ponging compound |
| plit Oil |
| ulphonated sperm, 25% moisture 1415 |
| etroleum Oils. 200 seconds visc., tks., |
| f.o.b |
| |

THREAT OF STRIKE SLOWS ACTIVITY IN PACKER HIDES

Some Sales At Steady Prices But Packers Hold Back New Offerings

Packer Hides Steady

Following the declines recorded in the previous week, the big packer hide market opened this week in a steady and unchanged position so far as prices were concerned. Trading, however, was slow getting under way.

Some tanner and trader interest reported for most selections at steady prices but packers unwilling to offer anything due to uncertainties over labor situation. Contracts between packers and unions had expired and negotiations for a new contract were stymied. It was feared that a collapse in negotiations would lead to a general strike.

Big packer hide market appears in fairly well sold up position and many recent sales involved running packs of hides not expected to be closed until this week and even next week. Hide futures moved higher early in the week; firmness attributed to continued interest of tanners for moderate quantities of spot hides at last sales prices. Dealers also felt improved weather conditions would tend to allay fears of forced marketings of cattle.

Independents Comfortable

Recent active trading placed the majority of the large midwestern in-dependent packers in a fairly well sold up position. As these sellers are in a comfortable position on unsold stocks, they are in no hurry to sell. Many, of course, are affected by labor conditions similar to the big packers and offerings of hides on the market this week.

Small Packers Lag

Not been much activity in small packer market of late. Last reported sales involved several cars traded the latter part of the preceding week at prices ranging 14-12½c selected fob. shipping points for small packer hides averaging from 48 to 53 lbs. Early this week, one or two very choice lots of plump small packer hides averaging in the vicinity of 48 lbs. sold at 15½c, and some slightly lighter hides a half cent more.

Tanner interest in lighter hides such as 44-45 lb. avg. at 15½-16e and as high as 16½c, for very light southwestern hides such as Texas 40-42 lb. avg. Last reported sales in the midwest for heavier hides were around 13½c for 56 lb. avg. and 13c for 60-62 lb. avg.

HIDE FUTURES

| | Close Aug. 14 | Close Aug. 7 | High For Week | Low For Week | Net Change |
|---------|------------------|-----------------|------------------|-----------------|---------------|
| October | 16.80B | 16.60 | 17.60 | 16.45 | -20 |
| January | 15.80B | 15.90 | 16.50 | 15.72 | 10 |
| April | 15.65B | 15.80 | 16.00 | 15.60 | 15 |
| July | 15.50B | 15.70 | 15.55 | 15.50 | 20 |
| October | 15.35B | 15.55 | 15.40 | 15.40 | -20 |
| January | | 15.50 | | | |
| | Total Sale | 161 los | | | |

COMMODITY EXCHANGE, INC., FUTURES MARKET

HIDE AND SKIN QUOTATIONS

| | Present | w | eek Ago | М | onth Ago | , | Year Ago | Suspended Ceilings |
|-------------------------|---------|----|----------|-----|----------|----|----------|-----------------------|
| Heavy native steers | 161/2 | 16 | -17 | | 151/2 | | 30 | 28 |
| Light native steers | 18 | 18 | -19 | | 18 | | 331/2 | 311/2 |
| Ex. light native steers | 191/2 | 20 | -21 | | 21 | | 35 | 34 |
| Heavy native cows | 18 | 17 | 2-181/2 | | 161/2 | | 311/2 | 29 |
| Light native cows | 1/2-18 | 17 | /2-181/2 | 17 | /2-18 | 31 | -311/2 | 31-32 |
| Heavy Texas steers | 13 | | 13 | | 131/2 | | 27 | 25 |
| Butt branded steers | 13 | | 13 | | 131/2 | | 27 | 25 |
| Light Texas steers | 16N | 16 | -17 | | 17 | | 311/2 | 291/2 |
| Ex. light Texas steers | 171/2N | 18 | -19 | 18 | -181/2 | | 34 | 32 |
| Colorado steers | 121/2 | | 121/2 | | 121/2 | | 261/2 | 241/2 |
| Branded cows | -151/2 | 15 | -151/2 | 15 | -151/2 | | 30 | 281/2-29 |
| Native bulls10 | -101/2 | 10 | -11 | 10 | -10 1/2 | | 21 | 20 |
| Branded bulls 9 | | 9 | -10 | 9 | - 91/2 | | 20 | 19 |
| Packer calfskins | -45 | 37 | -45 | 321 | 2-45 | 50 | -60 | 65 |
| Packer kipskins 30 | -421/2 | 30 | -42 1/2 | 30 | -40 | 37 | -42 | 50 |

Country Hides High

Sellers still asking high prices often considered unreasonable in buying quarters. This is responsible factor for keeping trading at a minimum.

Some light renderer hides averaging around 40-42 lbs. traded at 11-11½c flat trimmed fob, low freight points. Ordinary mixed lots of country hides averaging up to 48-50 lbs. selling slowly around 10½c flat trimmed fob.

Glue hides continue to hold about unchanged at 9.9½c fob, shipping points. Last sales within this range and some interest still being shown around the 9c, level.

Calf and Kip Same

Tanner interest for skins rather limited of late. With big packers not offering anything, some buyers have felt it useless to make any bids, seemed inclined to await developments concerning labor conditions, etc. No new sales of big packer calf skins during the week. Last trading in big packer calf on the basis of 45c for northern and 43½ for St. Louis-River heavies, while 37c last paid for lights. Big packer kip and overweights last sold from regular points at 35-30c for northern and 33-28c for southern. A while back, kip from



Heads Ansul Sales



Paul R. Larimer, who has been appointed general sales manager in charge of all four sales divisions—industrial chemicals, export, refrigeration and fire extinguisher—of Ansul Chemical Co., Marinette, Wis.

certain premium points were reported sold as high as 42½c. Reports this week state that a New York packer sold 7,000 southeastern kip at 32c with overweights at 27½c.

Some business in small packer skins on the basis of 35c for heavy and 30c for light calf while a few lots of kip brought 25-27-28c * fob. shipping points. Country skins nominal at 17½-18c for allweight calf and 17-17½c for kip in carload lots.

Three big packers sold a total of 10,000 August forward regular slunks at \$1.95. Large hairless now considered nominal around 70c.

Horsehides Firmer

This market has shown a somewhat firmer undertone within the past week. A few lots of untrimmed hides sold at \$8.00 for 65 lb. avg. slaughterer type and at \$8.25 for choice northern slaughterer large hides averaging 75 lbs., these prices paid fob shipping points. Meanwhile, there have been scattered purchases of trimmed hides by tanners up to \$7.50-\$7.75, the outside for very best hides fob low freight points.

Market for horse tails has been slow and selected lots only brought 70-75c with stumps and burrys out. Cutters reported horse fronts have had a better call at \$5.50-6.00 and butts, 22 inches and up, have moved within the range of \$1.75 to \$2.00.

Sheep Pelts Stronger

Shearlings and clips stronger in late dealings and packers have been able to realize higher prices due to continued good interest and only moderate supplies coming forward. Late sales of No. 1 shearlings made up to \$2.65-2.70 while some No. 2's brought \$1.75 and No. 3's \$1.10. Clips brought \$3.00. Fewer No. 2's and No. 3's being made now; production running percentagewise to No. 1's and clips.

Choice western packer lamb pelts quoted around \$2.50-2.75 per cwt. liveweight basis with natives quoted about 25c less. Last reported sales of full wool dry pelts at 30c fob shipping points. Pickled spring lambs unchanged at \$11.00-11.50 per dozen.

Dry Sheepskins Limited

A little more interest evident but trading still limited due to price differences of buyers and sellers. Some trading in Brazil cabrettas with regulars selling at \$11.00-\$11.50 per dozen, c&f. Some "specials" sold at \$17.25 per dozen, c&f. Most of the late sales were to the shoe trade as glove manufacturers contend that asking prices too high for them.

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No change in Cape glovers with buyers' views quite low. Sellers state they are still having difficulty in getting buyers and sellers together on Addis-ababa butcher skins with 50c holding up the trade. Other varieties of hair sheep continue slow and nominal.

Shearlings slow and nominal. Some resales from Europe of Capes, ½,4½,2 inch at 31c per lb. More interest developing in spot shearlings but due to lack of available supplies, trading difficult to confirm. Not many offers from origin as it is in-between seasons. Other primary markets too high for buyers here.

Just when sellers and pullers were getting closer together on Australian wool sheepskins, market advanced at the last auctions and prices have again risen above what buyers here were willing to pay. At Melbourne. 29,200 skins offered and 58s and up brought one to two pence dearer; lambs and pelts one pence dearer and all other descriptions firm while at Sydney, 24,000 skins offered, merinos and comebacks three to five pence, crossbreds five to seven pence and all other descriptions three to eight pence dearer, Australian currency. No change in South American markets with offers small.

Pickled Skins Quiet

The New Zealand season is finished now until the end of the year. Sellers state they are still having difficulty in selling Spanish lambs due to buyers and sellers holding firmly to their views. Some occasional sales of Iranian pickled sheep though here too, business has slowed up. Domestic market holding steady at \$11.00-\$11.50 per dozen.

Reptiles Fair

Arrivals of Madras bark tanned skins small but some offers received and business done. About 5,000 whips, 4 inches up, averaging 43½ inches, 70/30 selection, sold at 77c and 5,000 cobras, 4 inches up, averaging 41½ inches, 72/25 selection, sold at 46c. Other offers of whips, combined lots of 4 inches up, averaging 41½ inches with skins averaging 43½ inches, 70/30, at 75c and buyers' ideas nearer 73c.

Cobras, 4 inches up, averaging 4½ inches, 70/30, held at 49c. Buyers have again reduced their ideas for U.P. whips, talking 57c but late sales at 50.60c.

at 59-60c.

Bark tanned Calcutta whips, 4 inches up, averaging 4½ inches, 70/30, held at 52c and alum tanned, 60/40, at 60c with smaller averages

at proportionately less. Some alumtanned water snakes, 3 inches up, averaging $3\frac{1}{2}$ inches, 70/30, held at 20c and skins averaging $3\frac{1}{4}$ inches at 14c.

Lizards slow with more offers of Agras and Calcutta oval grains. Small lots of wet salted alligator skins, 13 inches up, averaging 15/16 inches, 75/25, held at \$1.02 and smaller sizes down to 75c per inch. Siam market unchanged with few offers and not much interest. Brazil back cut tejus slow due to lack of offers while giboias not wanted. No change in the Argentine situation.

Deerskins Firm

Undertone continues firm but business restricted due to lack of offerings. New Zealands sold at 80c cif. and while not many offers received, some shippers now claim their ideas are 85c cif. Siam market also firmed up and sellers now asking 56-57c c&f. as against last confirmed sales at 54c c&f. Brazil "jacks" salable at 60c fob., basis importers, with only some small lots sold due to lack of offers.

Pigskins Moving

Although most of the selling in Fulton County continues in leather, a little raw stock buying has started. Manaos grey peccaries sold at slightly over \$2.00 and Para grey peccaries at \$1.85, basis manufacturers. Not much interest in blacks. Not many offers received out of Brazil though other descriptions are available but prices asked above buyers' views. Some Chaco carpinchos sold at \$3.00, basis manufacturers.

Goatskin Prices

| Amritaars (1200 lbs.) \$719-8 Best Pathas \$6.00 Nom Mozuferpores \$6.25 Dinajpores Nom \$5.28 Daccas Nom \$5.28 Daccas Nom \$5.28 Daccas Nom \$5.28 Daccas Nom \$7.70 Coconadas (1.70/1.80 lbs.) \$5.50 Deccans (1.70/1.80 lbs.) \$5.50 Deccans (1.70/1.80 lbs.) \$5.50 EHINAS Szechuans, lbs. Nom Nom, Nom, Nom, Chowchings, dz. Nom, Nom, Nom, Nom, Nom, Nom, Nom, Nom, | |
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| Mozufferpores | |
| Daccas | |
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| Coconadas (1.70/1.80 bs.) \$8.5 30 CHINAS SACIONAS SACION | |
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| CHINAS Szechuans, lbs. Nom. N | ı |
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| Chowchings dz | |
| Berberahs | |
| Hodeidahs | |
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| San Domingos 33c 3114c | |
| Brazils | |
| Cearas 57c 58c | |
| Pernambucos 60-62c 58 4-62c | |
| Bahias Nom. Nom. | |
| Argentines | |
| Cordobas/Santiagos Nom. Nom. | |
| Pampas Nom. 37c u - | |
| Peruvians | |
| Paytas 37c 34c | |
| Ayacuchos Nom. 41c | |



NEWS QUICKS

About people and happenings coast to coast

Massachusetts

- Involuntary petition in bankruptcy has been filed against Fit-Well Shoe Co., Inc., of 241 Winter St., Haverhill, footwear manufacturer, it is reported. The corporation had previously made an assignment for the benefit of creditors.
- Assignee's sale of assets of Velda Shoe Co., Inc., Haverhill footwear manufacturer, brought the sum of \$9,000, it is reported.
- A large unidentified shoe firm located in Lynn is reportedly planning to construct a new \$500,000 shoe factory on Port Authority land along the Lynn marshes. The firm now employs some 700 Lynn shoe workers in its plant and is planning to move all to the new site when built.
- Northwestern Leather Co., Boston, reports a net income of \$73,163 equal to 44 cents a share on net sales of \$6,731,864 for the first six months of 1952. This compares with net income of \$120,831 or 73 cents a share on sales of \$10,271,555 for the comparable 1951 period.
- Gilbert Shoe Co., Inc., Haverhill shoe manufacturer, has filed petition for receivership, it is reported.

• Boston Fabrics Corp., Boston shoe fabrics manufacturer, is currently expanding offices and manufacturing facilities, according to William Cleveland, manager. Cleveland reports the firm is also planning to open a new experimental laboratory at 638 Summer St., Lynn, for work on shoe fabrics and adhesives. The firm has moved to larger offices in its same building at 183 Essex St., Boston. The company also distributes Pacific Mills shoe linings to the New England trade and is national distributor of Firestone "Foamex" chlorophyll insoles. Lew Ellis has been appointed sales agent in Maine with offices at 11 Turner St., Auburn.

New York

- Florentine Shoes, Inc., New York City shoe manufacturer, is reported to have offered cash settlement of 25 percent to general creditors. Liabilities are reported at \$5,500 with assets of approximately \$1,700.
- The Guild of Better Shoe Manufacturers has announced its next two openings will begin on the following dates: Sept. 2, early spring; and Oct. 20, spring. As usual, showings will be held in member showrooms. An additional showroom display will be set up at the Guild showroom located in the Hotel Shelburne.

- J. C. Penney Co. has made available a color motion picture showing laboratory and other testing of shoes and other products sold by the company. The film, running 25 minutes, is available for women's clubs, home economics classes and other organizations.
- The Velsor Leather Co., Inc., has been granted charter of incorporation to produce leathers in New York City. Directors are A. Burch Velsor, former president of United States Leather Co., Howard A. Butler and Louise J. Velsor. Capital stock is listed at \$100,000. Address is at 27 Spruce St., New York City.
- Sam Paterno has joined the staff of Middletown Shoe Co., Middletown, manufacturers of women's shoes, it is reported. Paterno recently resigned his position with Tupper, Inc.
- The Canadian Government is currently sponsoring a special exhibit of Canadian-styles quality footwear and other clothing at Rockefeller Center in New York. The display, aimed at stimulating demand for Canadian apparel and footwear, will continue through Sept.
- Philip Wick Co. of 411 Fifth Ave., New York, makers of knitted fabrics, has added a new line of nylon mesh for the shoe trade.
- The so-called "soft shoe trend" will be featured in the Sept. 1952 issue of Woman's Home Companion. A full-page color layout is scheduled.

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POWDER

Australian Eucalyptus Extract

Outstanding Results as a Retan on Chrome Smooth Clean Grain

TANEXCO, INC.

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HERE'S A NEW, FACTUAL SERVICE THAT WILL GIVE THEM TO YOU!...

■ After September, every shoe and leather executive will be better informed on the facts and figures concerning the industry than ever before . . . you'll have all the answers to questions about production, sales, distribution, exports, imports, employment, wages, profits, and a host of other important factors that affect your daily operations . . . all in the New, Factual Authentic INDUSTRY DATA NUMBER of LEATHER AND SHOES which will reach you in September . . . an extra service to all subscribers in an entirely separate edition from your regular issues . . . a service that will be a daily working tool that will

also make it possible for you to write and speak with authority on the statistics of your industry . . . no more guesswork, no more searching through dozens of sources, no more assumptions . . . you'll have all the answers!

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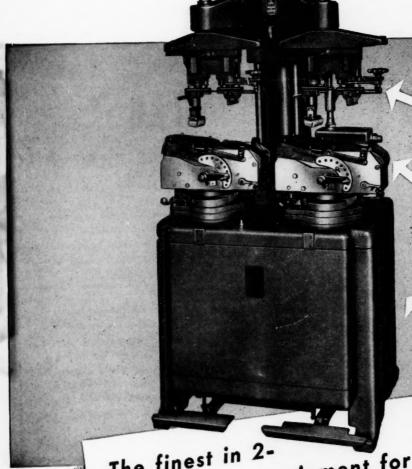
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INDUSTRY DATA NUMBER LEATHER and SHOES

Out in September

*Send advertising space reservations now — forms close September 15.

3 Exclusive



The finest in 2station press equipment for use with pressure-sensitive cements

Features!

With the NEW USMC CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism accommodates all heel heights



Pad boxes can be angled to aid operator



Timing device controls time under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features —

1 Balanced Pressure

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

2 New Improved Pad Box

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

3 Positive Time-Pressure Control

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting both stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

For complete details call the nearest United branch office.

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

LEATHER and SHOES

- Randolph Leather Co. of 15 Frankfort St., New York, is now distributing a new line of non-crackable suede tanned by Marcus, Forscher & Co.
- Mel Preston, Inc., of New York, gutted almost completely by a fire last week, will be out of production for more than a month, according to Preston Boyer, president. Boyer stated that the firm suffered 100 percent damage to inventory, stock and work in progress. The firm may be relocated outside of New York City, he added, but is now operating out of 316 Roebling St., Brooklyn.

Pennsylvania

- W. Davidowitz has withdrawn as treasurer and secretary of Skippy Footwear Corp., West Hazleton maker of playshoes. Officers are now Tybor Foldes, president; and Clara Foldes, secretary-treasurer.
- H. Swoboda & Son, Inc., tanner of baseball, slipper and other leathers, in Philadelphia, is marking its 75th year of operations. Owner is Gustave T. Swoboda, Jr., who states the firm was the first to process baseball leather in the U. S.

Maine

• Milo Tanning Co. is currently closing out its business in South Paris after several years of successful operations. More than 100 leather workers have been laid off in recent weeks. C. H. Milender is president. Town officials are trying to interest another leather firm in taking over the Milo plant.

New Hampshire

- Littleton Shoe Co. will open shortly in its new building located in Littleton. The firm, operated by Benjamin Orlick, was formerly known as Fobern Shoes in Haverhill. The company will employ some 75-100 workers turning out sports footwear with operations geared to 1,800 pairs daily. Further expansion for the manufacture of slip lasted footwear is planned.
- Stimulated by Government defense contracts, New Hampshire shoe production showed a definite increase during June, according to a report issued by the Division of Employment Security, State Department of Labor. The report stated the Granite State's leather products industry had its highest June employment level since 1942 with 21,-800 workers employed, an increase of 200 over the previous month.

Tennessee

- General Shoe Corp. of Nashville is constructing a 40,000 sq. ft. addition in Centennial Blvd. at an estimated cost of \$75,000. The plant will turn out a new type of vulcanized shoe.
- Thurman H. Jamison has been appointed superintendent of General Shoe Corp.'s Gallatin No. 2 plant. He succeeds Clyde Vanatta, recently appointed superintendent of General's Johnston and Murphy division in Newark, N. J.

Illinois

 Bud Goddard has been named cutting room foreman at Huber Slipper Co., Aviston. He succeeds the late Art Wagner.

Missouri

- Robert Straus has joined Hamilton Shoe Co. He was formerly with L. J. O'Neill Shoe Co.
- Fred A. Lyons & Co. of St. Louis has been appointed Missouri sales representative for the reptile leather line of Barnet Bros. Leather Co., Inc., of New York.

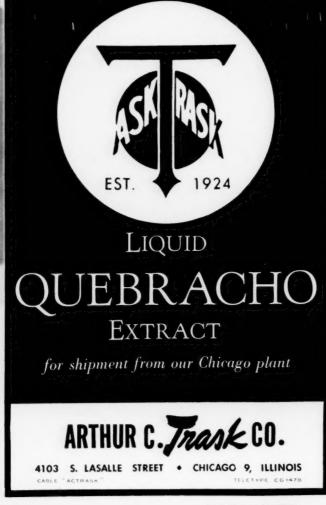




Fig. 4: Thermoplastic counter in process of being stitched.



(Continued from Page 9)

hesive—and production can proceed as though there'd been no interruption at all. This is a time-saving and economy factor.

Jo-Gal concentrates on flatties for children, misses and women. But the outstanding shoe made in this plant is the ballerina. Galber believes that his success with the ballerina made over this process has been a large factor in keeping the ballerina alive and in demand. For example, most ballerinas are made without a counter on this particular process. Jo-Gal not only uses a counter, but a very specialized one that results in a very much improved end product.

Thermoplastic Counter

Perhaps the most remarkable feature of the entire process is Galber's use of a special thermoplastic counter that is bonded to the quarter with a special resin under heat. It's being



Fig. 8: Cement extruded by Kambourian machine on insole just before toe-lasting operation.



Fig. 5: The flat thermoplastic counter and quarter before molding.

used chiefly in misses' and children's shoes for the present. It results in a counter that is neither hard nor soft, yet has excellent shape-retention qualities, stands up well under abuse, is extremely comfortable. This is a recent development.

This thermoplastic counter differs from the fiber counter in that it is molded to the quarter in one piece. With the thermoplastic counter the shoe can be side-lasted in a single operation, eliminating the heel-seating operation. The shoes so made give excellent fit around the heel, without rub.

Correct Consistency

It appears that the thermoplastic counter will have mass acceptance in the industry in the near future. However, such counters can be neither soft nor stiff, must have the correct "consistency." Some of today's thermoplastic counters are too rigid. Galber, however, is one shoe man who has succeeded in surmounting the problem. Moreover, to apply



Fig. 9: Kambourian machine on lasting operation at backpart.



Fig. 6: Inside view of thermoplastic quarter and counter after molding.



Fig. 7: Outside view of thermoplastic quarter and counter after molding.

such a counter requires no particular changes in the plant, equipment or operations.

Jo-Gal also employs a fiber counter, especially on its women's shoes—but again utilizing a special process resulting in a substantially improved end product. Making the tackless or cement-lasted shoe with a fiber counter is relatively new. Usually, according to some observers, a fiber counter tends to flare out. As the heel-seat machine applies tacks it holds the fiber counter in under tension, makes the counter somewhat rigid.

Unique Pre-Molding

Galber, however, has surmounted this problem by pre-molding the counter and quarter. This is unique, and Galber believes he may be the only plant using this method, at least with practical success. The method has been in operation here for about a year, has been getting excellent response.

First, the counter is sewn to the quarter. It is here where the "tricki-

ness" enters — and the reason why Galber has managed to overcome what has been a problem to other shoe producers attempting the method. Galber purposely makes a "blister" of the leather at the quarter on either side of the backseam. This is just enough allowance or slack to be taken up when the counter and quarter are later molded. Galber has figured out just the exact allowance necessary.

Quarter and counter are then "farmed out" to a local shop where the actual molding is done. A lot will be sent out in the morning, returned in the afternoon, completely molded in perfect conformity to the backpart of the last.

The end result is a shoe highgrade in appearance, with precise fitting qualities. The shoes are mostly hand-lasted, but the finish lasting is done by Kambourian machines.

Saving 10 Percent

Galber has gradually improved the whole procedure so that he is saving about 10 percent in production time, and probably more in costs. The method is fast and economical throughout. He utilizes all possible short cuts, such as applying the heel to the outsole, then applying this combined unit to the shoe, instead of vice versa. This assures a better-fitting heel, keeps the shoe cleaner by preventing inking on the shoe when ink is applied to the sole edge. His Kambourian semi - automatic - toelasting machine has a knife which cuts off surplus stock after lasting in the toe portion. This eliminates pounding and distortion, keeps the highgrade appearance of the shoe.

But Galber calls a limit on false economies. For instance, about 90 percent of his ballerinas are made of leather uppers, which makes an appreciable difference in the quality of the lasting. He does not stint on the quality of his insoles. As a result, these shoes have high flexibility, comfort, precision fitting qualities, highgrade appearance—all achieved at a cost no greater (and probably less) than similar shoes of inferior quality.

Jo-Gal Brand Line

Jo-Gal shoes are made to retail mostly at \$2.95, with some at \$3.95, and a few at \$4.95. Jo-Gals are sold to jobbers and small and large retail shoe chains. Galber is insistent that his Jo-Gal line be sold on that brand name in chain stores. The fact that he has been able to have chains comply with this requirement is indication of the acceptance of his product. Another indication of demand for his Jo-Gal ballerinas is that he keeps an in-stock department of about 150 cases of these shoes alone. The department is active 52 weeks of the year.

Galber's story is concrete evidence that the "little fellow" can make a big dent in shoe business if he utilizes originality and know-how. Galber grew up in a family of shoemakers. His father was a cutter. His mother operated a contract stitching room. His father wanted young Galber to become a lawyer, but shoemaking won out. At 17, John Galber was a foreman in a small shoe factory, and at 20 he owned his own

firm in Lynn, Mass., making prewelts. He later moved around the industry in various executive positions, learning all the angles, gathering experience.

After serving in the Army during World War II, he joined Milton Shoe Co. While still with Milton, and with their knowledge, he started his own firm, called Bunny Shoe Co. This was later changed to Jo-Gal (combining his name John Galber), which is now patented and registered. This firm started with a handful of employes, now employes about 130, produces 50 cases a day.

Galber's firm has been in operation about four years. At the very start he had ideas about making the kind of shoes he's producing today. At first he was working with Californias, then shifted to the present process. He developed it nearly to completion, called in International Shoe Machinery which helped with the finishing touches with some machine adaptations. Shortly thereafter he went into mass production, first with ballerinas, then moving into misses' and children's.

Applies To All Flatties

Galber developed the cement, the thermoplastic counter and molded quarter, and the over-all process. The process applies to all types of flatties, though it can be applied to other types with certain adjustments. At present, the shoe is pulled over by hand, then lasted on the Kambourian machine, utilizing a one-application cement. That is, the cement is extruded on the insole only, not requiring two bonding surfaces — one to insole, one to upper—as is customary. This applies to the toe portion only, for bed-lasting.

Also used is the Kambourian soleconditioning machine, which roughs and trims in one operation without use of wire brushes. It is used on pre-trimmed composition soles, giving the sole any desired edge—round, square, etc., up to 10-iron thickness.

Galber is quite confident that he has pioneered a shoemaking process that will have increasing influence on the industry. His confidence is based on his re-discovery of a simple American formula of successful enterprise: the ability to produce an improved quality product at lower cost. Inevitably, customers are perennially receptive to a package like that, as Galber has been gratified to learn.

SHOE MANUFACTURERS

Convert Your Odds and Ends Into Currently Usable Stock

Let Us Refinish Your Dead Colors Into Latest Popular Shades

SIDES CALF SHEEP SPLITS

PHENNY SMIDT LEATHER CO.

21 Caller Street

Peabody, Mass.

Established 1932

CLASSIFIED ADVERTISING

Wanted and For Sale

Machine Wanted

WANTED: Aulson 7 ft. Oiling and Glycering Machine. Must be in perfect conditiin. Advise Machine. Must be lowest cash price.

Address H-5 c/o Leather and Shoes. 300 W. Adams St., Chicago 6, Ill

Rubber Half Soles or Taps

CLOSEOUT 250,000 pairs—sizes 6 to 11—1st quality. 80 pairs per carton. Wire strapped quality. 80 par TOP BRANDS.

SAMPLES OR SAMPLE CARTON ON REQUEST PRICE 121/2c per pair, subject to prior sale WM. LAPOTEN CO., INC. 66 West Broadway, New York 7, N. Y.

FOR SALE

TANNERY - FULLY EQUIPPED

Glove-Garment and Specialty Leathers CAPACITY-300 to 400 Dozens Per Day

EXCELLENT A-1 CONDITION I-NEW BOILER AND WATER SYSTEM 2-NEW ELECTRIC SYSTEM 3-OWN WATER SUPPLY

Personnel May Be Retained Principals only please: Apply H-1, c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

Help Wanted

Service Representative

PREFERABLY EXPERIENCED in selling finishes to shoe factories or familiar with the use and application of shoe finishes. Please state experience, age, and salary expected. Address G-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Wanted

AGENT for chemicals and finishes (tanning, AGENT for chemicals and mission visibility and Chicago area, by well established basic manufacturer. Exclusive territory arrangement and attractive commission. Address. H.-4. c/o. Leather and Shoes, 20 Vesey St., New York 7.

Salesman

GOOD OPPORTUNITY for man 25 to 35 years of age, to join sales staff of important tanning materials importing and processing concern. Must have some knowledge of tannery operations. Salary open. Address H-2, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situa-tions Wanted."

Minimum space accepted: I inch. Copy must be in our hands not later than Tuesday morning for publication in the Issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

Superintendent Wanted

We need an exceptionally able man to take full charge of production in new N. E. plant making moderate priced line of Littleway sports. Must know considerable about patterns and general mechanics of such a plant. Must be able to hire good Foremen and keep them happy and up to the minute on latest methods. Apply Box A-1, c/o Leather and Shoes, 10 High St. Boston 10, Mass.

Situations Wanted

Stitching Room Foreman

With 22 years experience. Able to take complete charge. Best of references. Will go anywhere. Write Box Z-8, c/o Leather and Shoes, 10 High Street, Boston, Mass.

Tannery Technician

TANNERY TECHNICIAN seeks position with reputable firm. Has over 30, years experience in tanning, dyeing and finishing of all types of vegetable tanned leather. Address G-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner and Supt.

30 YEARS' EXPERIENCE in tanning and 30 YEARS' EXPEKIENCE in tanning and currying of vegetable belting sole leather. Short tannage, good yields, low cost. Chrome and chrome retan belting, sole, glove leather for work gloves, lace leather, hair-on, packing chrome, hydraulic, side leather. Can go any-place. Best of references. Address H-3 c v. Leather and Shoes, 300 W. Admas St., Chicago

Stitching Room Foreman

Available immediately. Long experience, capable. Prefers affiliation with women's shoe factory in Greater Boston area. Write Box Z-9, Leather and Shoes, 10 High St., Boston, Mass.

Inquiries invited for INDIAN VEGETABLE TANNED KIPS AND CHROME TANNED KIPS IN CRUST CONDITION.

EASTERN TANNERIES LTD.

MAJID AHMAD ROAD

KANPUR, INDIA



FORMULAE WORTH THOUSANDS OF DOLLARS

"Tanning Processes" by the internationally known authority, August C. Orthmann, contains leather making formulae worth thousands of dollars-and time and labor-saving data that will help in every phase of your tanning operation.

It's the book scores of tanning men say is the most practical work on tanning ever written ... you'll say it's worth many times its \$12.50 price. You'll use "Tanning Processes" often because it treats expertly with your everyday problems.

Leather bound, it contains 414 pages of invaluable information ro help you increase your yield, improve production, reduce time and motion, and get a higher quality leather.

Order a copy today!

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| P | rocesses," by August C. Orthmann. |
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Coming Events

Aug. 18-21, 1952 — Annual Show of Leather Goods and Luggage Manufacturers of America, Inc., Palmer House, Chicago.

Sept. 3-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Sept. 4-5. 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 5-9, 1952—Advance Boston Shoe Show, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston, ad member showrooms.

Oct. 6-8, 1952—Annual Convention of the Industrial Research Institute of Canada, Montreal, Quebec, Canada.

Oct. 22, 1952 — National Hide Association Annual Fall Convention. Edgewater Beach Hotel, Chicago, Ill.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Nov. 9-12. 1952 — Spring Shoe Show, The Southwestern Shoe Travelers Association, Hotels Adolphus, Baker and Southland, Dallos, Texas.

MOCCASIN COWHIDE

at its colorful best

Soft for comfort ... most adaptable to laced moccasins and casual shoes ... the finest full grain you've ever seen ... truly it is moccasin cowhide at its best ... in all the most fashionable and original colors.

Write for samples today.

LOS ANGELES TANNING CO.

4101 Whiteside Street Los Angeles 63, California

Deaths

Earl C. Cookman

... leather manufactuers' agent, died Aug. 4 at his home in Germantown, Philadelphia, Pa. In 1921, he formed the Earl C. Cookman Co. in Philadelphia and later formed a partnership with his nephew, Charles F. Ulrich, under the same name. He served as a lieutenant in the Army during World War I and was a member of the American Legion. His wife, Ethel, survives.

Edward J. Fenlon

... 71, leather executive, died recently in Haverhill, Mass., after a short illness. Well-known in the tanning field around New England for many years, Fenion was owner and operator of Fenion Leather Co., Inc., South Groveland, Mass. Previously, he was partner in the former Appleton Counter Co. in Haverhill and was associated with Howe & Fenion Leather Co. and Tabor & Wheeler, Boston leather firm. Surviving are his wife, four sons, two brothers and several nieces, nephews and grandchildren.

Harry Adler

at his home in Lynn, Mass. He was president of Preston Shoe Co. in Lynn and one of the founders of Brandeis University, non-sectarian university in Waltham, Mass. Adler was extremely active in various philanthropies and a member of many fraternal organizations. A native of Russia, he had lived in Lynn for the past 50 years. He leaves his wife, Lena; two sons, Charles and Bernard; two daughters, Mrs. Mildred Kaplan and Mrs. Augusta Kobrin.

John H. O'Neill

... \$4, shoe machinery foreman, died Aug. 6 in Beverly, Mass., while at work as a foreman in the United Shoe Machinery Corp. plant there. He had been associated with the firm for many years. O'Neill was also a partner in the Broadway Printing Co. He was an active member of many fraternal organizations, a former member of the Beverly Welfare Board, and a past president of the Federal Building Association. Surviving are his wife, Ruby; a daughter, Mrs. James Casey; two brothers, William M. and Patrolman James W. O'Neill of the Beverly police department; and four grandchildren.

Index to Advertisers

| Adrian, M. B., & Sons X-Ray Co. | 20 |
|--|-----|
| Amalgamated Leather Cos., The | 26 |
| American Cyanamid Co., Industrial | |
| Chem. Div. 6 an | d 7 |
| American Extract Co. | 24 |
| Arkansas Co., Inc. | 25 |
| Armstrong Machine Works | 16 |
| Beckwith Mfg. Co. | 10 |
| Boston Machine Works Co. | 17 |
| Crompton-Richmond Co., Inc. | 15 |
| Eastern Tanneries, Ltd. | 33 |
| Eberle Tanning Co. | 19 |
| Gallun, A. F., & Sons Corp. | 2 |
| Independent Die & Supply Co. | 22 |
| Limon, Geo., Tanning Co., Inc. | 22 |
| Lincoln, L. H., & Sons, Inc. | 23 |
| Los Angeles Tanning Co. | 34 |
| Lynn Innersole Co. | 22 |
| National Shoe Fair | 8 |
| Nopco Chemical Co. Back Co | ver |
| Ohio Lea. Co., The | 20 |
| Phenny Smidt Leather Co. | 32 |
| Respro, Inc. Front Co | ver |
| Tanexco, Inc. | 26 |
| Trask, Arthur C., Co. | 30 |
| United Shoe Machinery Corp. 28, 29 and | 35 |
| Winslow Bros. & Smith Co. | 21 |

Walter C. Logan

... 66, retired sboe factory executive, died recently at Levering Hospital, Hannibal, Mo., following a heart attack. For many years he was associated with Bluff City Shoe Co., established by his father and uncle. He remained as head of the plant in Hannibal when the firm was purchased by International Shoe Co. He retired several years ago. He was a vice president of the Hannibal National Bank and member of a prominent Marion County family. Surviving are his wife, Martha; a son, John; and a daughter, Mrs. Ferrell Toombs.

James P. Ryan

... 79, retired leather executive, died Aug. 12 at Hunt Memorial Hospital in Danvers, Mass. He was a former supervisor for Creese and Cook Co., Danvers leather manufacturer. A well-known amateur baseball player in his youth, he later managed the Father Mathew baseball team of Salem. Surviving are two daughters, Mrs. Joseph P. Boyle and Mrs. Albert Weber; and a son, Joseph B.

"Planned Purchasing" of Abrasives Gives You Good Cutting Action

ON YOUR COSTS!

Many users of Carborundum."
made abrasives have found it possible
because of *United service* to save one or more ways
through "Planned Purchasing."

While reviewing purchasing practices, United representatives have helped a number of buyers to:

- · Simplify requirements
- · Buy more economically
- Carry less inventory
- Get faster deliveries

When you order abrasives made by CARBO-RUNDUM and serviced by UNITED, you ob-

tain product value *plus* the assistance of United representatives who know shoemaking abrasives — and are well equipped to help with any finishing problems that may arise.

Look into "Planned Purchasing" with United, and remember, an ample supply of standard items is available for prompt shipment.



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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



NOTHING LIKE IMPROVEMENT!

... and the "Double Action"

New NOPCOLENES

bring you improvement PLUS

Wine making has been practised since antiquity, and for hundreds of years man actually applied all his understanding to the pressing needs of the grape harvest. The vintage, in fact, offered thousands of he-men opportunity to step high, wide, and handsome—as they gave weighty consideration to the business of extracting grape juice.

But knee action could not keep pace with demand. As wine became consumed in larger quantities, metatarsus gave way to man-made machines. Sentimental folk, no doubt, mourned the passing of human soles, but the wine press and crusher provided vast improvement.

Proceeding from the realm of one liquor to that of another—Nopcolenes—you come face to face again with improvement!

Our original Nopcolene* fatliquors were good, but con-

tinued Nopco research has developed improved Nopcolenes, truly sensational fatliquors which assure excellent surface lubrication in addition to easily-controlled penetration.

The improved Nopcolenes enable the tanner to obtain leather with just the degree of surface feel, hand, break, and stretch desired. Also, being readily soluble and moisture-free, these remarkable oils offer definite economies in handling, freight, and storage.

Be sure to try the improved Nopcolenes—if you're not using them already.

Free! This book gives latest data about Nopco's improved Nopcolenes, and formulas for various leathers. Write for your copy today.





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